THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, JULY 14, 1905. NO. 47.

American Can Company

Principal Sales Offices:

New York.
Bowling Green Building.

Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets.

San Francisco, Cal.
Kohl Building,

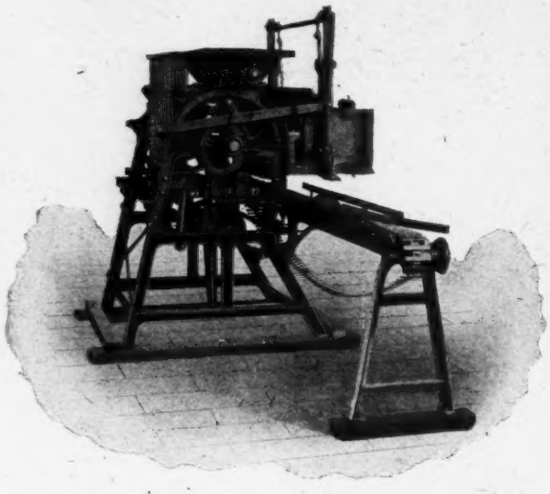
The New 1905 Model Bucklin Pea Filler and Briner.

FREEHOLD, N. J., October 28, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—Yours of October 26th is received. Refering to the Improved Bucklin Pea Fillers purchased of you this season, I would say that I operated them through the entire pea packing season with entire success. You will remember that I put in two of them to begin with, and immediately ordered two more. They do the work more completely than any filler I have operated heretofore. The cans are filled uniformly, the brine is drained off without any loss of peas, and in a perfect manner. There are no possible jams. Altogether, I do not see how you could improve upon them. Its capacity is fully equal to that of the Hawkins Capper. I shall equip my entire plant with them in another year.

Yours truly,
(Signed) JOSEPH BRAKELEY.



WAUSAU, WIS., December 6, 1904

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—In reply to your favor of recent date asking for a testimonial on the Bucklin Pea Filler and Briner we purchased of you the past season, will say that the machine gave us entire satisfaction, filling the cans uniformly and measuring the syrup correctly without any waste to speak of. We find its capacity equal to that of the Hawkins Capper, and probably would do more if necessary. On our season of nearly forty days' actual work on peas we were not delayed once by the filler.

Yours truly,
(Signed) WAUSAU CANNING COMPANY.

STITTVILLE, N. Y., Sept. 8, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—The new Bucklin Filler and Briner is a daisy; in fact the writer believes it to be the best Pea Filler and Briner on the market today, and no doubt when the pea canners "Catch On" you will have lots of orders. We did not have a moment's trouble with it. It worked beautifully all through the season, and of course we are perfectly satisfied with the machine in every particular.

Yours truly,
(Signed) STITTVILLE CANNING CO.
By D. B. Simmons, Manager.

CORAL, MICH, July 5, 1904.

THE SINCLAIR-SCOTT CO.,
Baltimore, Md.

Gentlemen—After giving your new Bucklin Filler and Briner a thorough test we feel free to say it is the best we ever saw. Its simple construction most adds to its merits. We have had more or less experience with the Pea Fillers now in use, and can truthfully say the Bucklin is superior.

Yours very respectfully,
(Signed) CORAL CANNING CO.,
Robt. L. Coffmann, Manager.

The "Colossus" Pea Separator

BUCKLIN CYCLONE PULP MACHINE

BUCKLIN FINISHING PULP MACHINE

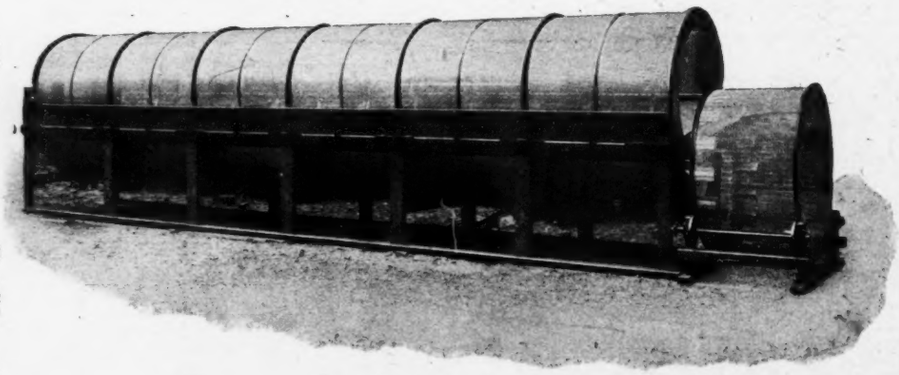
Pea Hullers

Cranes

Crane Fixtures

Peach and Apple Parers

KETTLES, CRATES, &c.



OYSTER BOXES AND CARS

Trayless Power Tomato Fillers

Foot Power Tomato Fillers

Pineapple Slicers

PINEAPPLE AND VEGETABLE GRATERS

Floor Trucks

CLUTCH PULLEYS, &c

SINCLAIR-SCOTT CO.,

Wells and Patapsco Streets,

Baltimore, Md

Extra Coated Tin Plates.

There is a growing demand for Tin Plates for ***CANNING PURPOSES*** *carrying a heavier coating of Tin than the regular Coke Plates. We are in full accord with this movement, having furnished a number of our customers with extra coated plates and are prepared to continue supplying the trade with plates of any coating desired.*

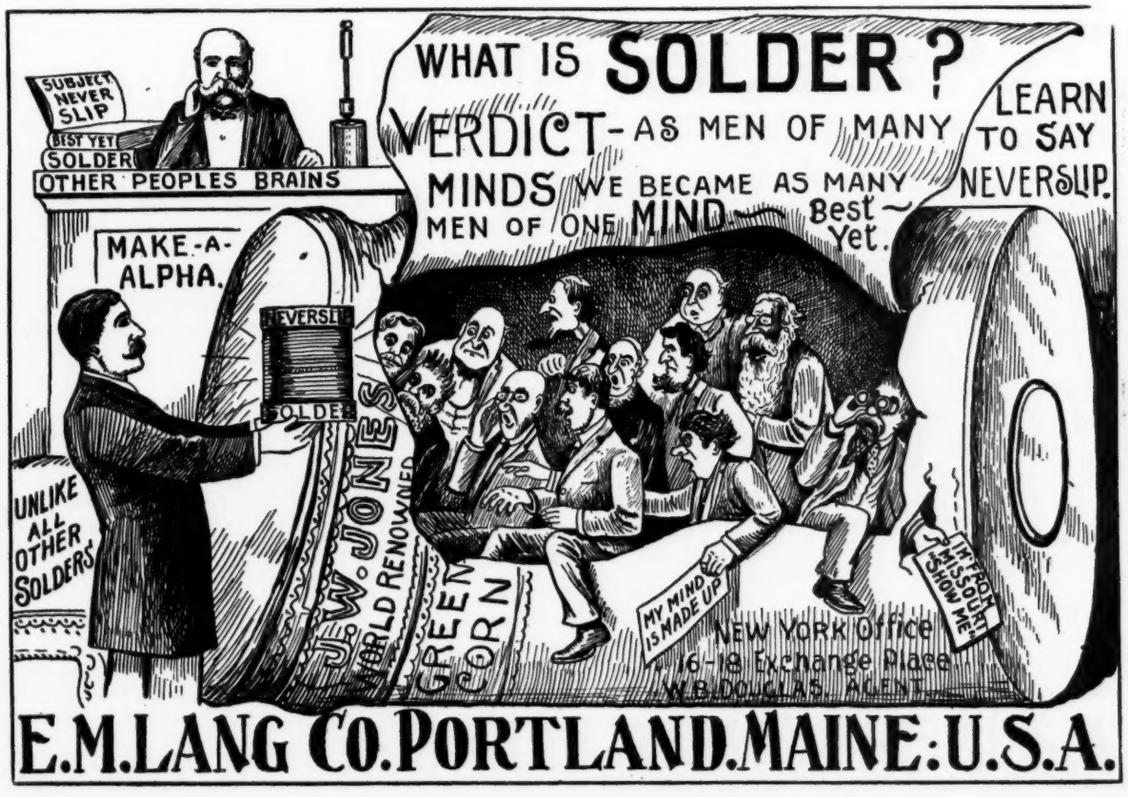
A quality of soft and well coated plate always maintained.

CAPACITY 700,000 BOXES PER ANNUM.

POPE TIN PLATE COMPANY,

CHARLES E. POPE, President.

Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**



Food For Thought

THREE CONCERNS IN MAINE WILL HAVE A COMBINED CAPACITY OF MORE THAN A THOUSAND CANS A MINUTE, OVER 650 THOUSAND AN HOUR, 3,600,000 PER WEEK ON OUR MACHINES THIS SEASON.

Food For Thought

STEWARD'S SANITARY CAN SYSTEM.

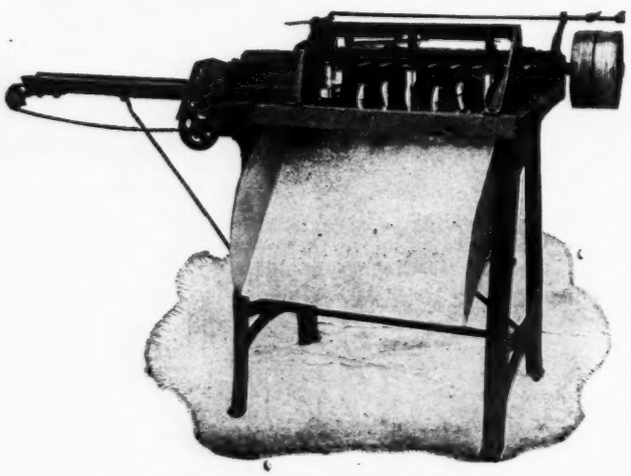
L. & J. A. STEWARD,

Rutland, Vermont.

MORRAL BROTHERS, Morral, Ohio,

MANUFACTURERS OF

CANNING HOUSE MACHINERY



The Morral Improved Corn Cutter.

The Morral Can Wiping Machine.

TESTIMONIALS:

CIRCLEVILLE, O., March 1, 1905.

This is to certify that we have tried all of the latest improved corn cutting machines, and can truly say the Morral Cutter is the best cutter we have ever used.

It has a positive feed, is simple in construction, is very strongly built and easily kept in order. It has the greatest capacity of any cutter we have ever used. Three Morral Cutters are now doing the work of four of another kind we used heretofore, and do the work better. They have more scrapers and will save corn over other cutters.

We now have fifteen of the improved Morral Corn Cutters in our Circleville factory, having discarded all other kinds of cutters and replaced them with the Morral.

We have used the Morral Cutters the past three years and they have given entire satisfaction, and we will cheerfully recommend them to any one wanting to purchase a corn cutter.

Very respectfully,

C. E. SEARS & CO.,
Per H. M. Crites.

SOUTH DAYTON, N. Y., Oct 25, 1904.

Morral Bros., Morral, O.

Gentlemen—We acknowledge receipt of your favor of the 24th and are much pleased to advise you that the three Morral Cutters purchased from you this year gave perfect satisfaction. The feeding device is an especial improvement over other makes which we have used on account of the fact that it will take any sized ear without clogging. We had absolntely no waste of any account this year, and can only speak of the Morral Machine in the very highest terms.

Very truly yours.
THE SHEPARD CANNING CO.

RIVERVIEW, ILLINOIS.

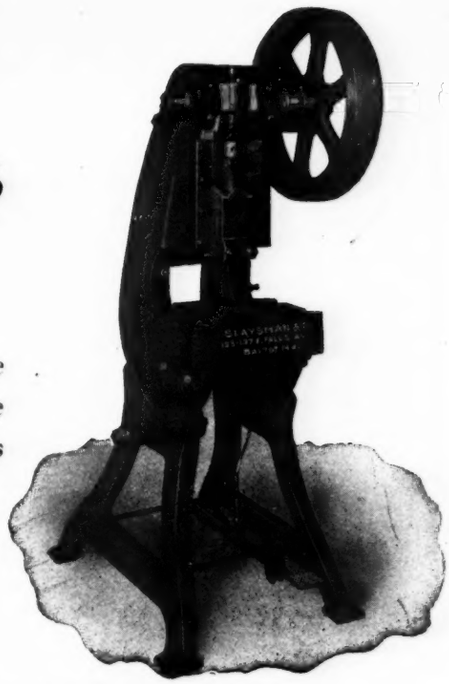
Morral Bros., Morral, O.

Gentlemen—The three Corn Cutters and Can Wiper furnished by you for our new factory gave splendid satisfaction. We have no hesitation in recommending them very highly.

Yours truly, THE RIVER VIEW CANNING CO.

"Slaysman" Upright Top and Bottom Press

No. 3 A.



This illustration represents the general style and appearance of the No. 3 A Power Press in an upright position. It is the best Top and Bottom Power Press on the market. All bearings are reamed and scraped.

WRITE FOR PRICES AND DISCOUNTS.

SLAYSMAN & COMPANY,

Factory: *125-127 East Falls Avenue,* Office and Salesrooms: *200 West Falls Avenue,*

BALTIMORE, MD.

Wheeling Can Company,

MANUFACTURERS OF

PACKERS' CANS.

Wilmington, Ohio, Jan. 13, 1905.

Wheeling Can Co.,
Wheeling, W. Va.

Gentlemen:

The C. W. Swain Canning Co., of Sabine, Ohio, used over one half million of your Cans during the season of 1904. They seemed as near perfect as it is possible to make them and we are perfectly satisfied therewith. As long as your cans continue as good as they were this season you can depend on our order, prices being satisfactory.

Yours truly,
C. W. SWAIN, Prest.

Write for our Prices before You Buy.

OLIVER J. JOHNSON,
Manager.
Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING, W. VA.

Extra Coated Cans.

Lest there be some misunderstanding of the above matter, we desire to remind the trade that we have for several years furnished cans made from specially coated plates, carrying any weight of coating desired by our customers.

Our Standard Cans are invariably made from the best standard Coke Plates that can be bought in the market, and we believe them to be proper and satisfactory packages for most varieties of fruits and vegetables.

Whenever the peculiar properties of the goods to be packed, or the preference of our customers require a specially coated plate, we are always ready to supply it at the actual additional cost to us of the material.

We shall be pleased to quote special prices on any specifications that may be submitted to us.

American Can Company,

Principal Sales Offices:

New York.
Bowling Green Building

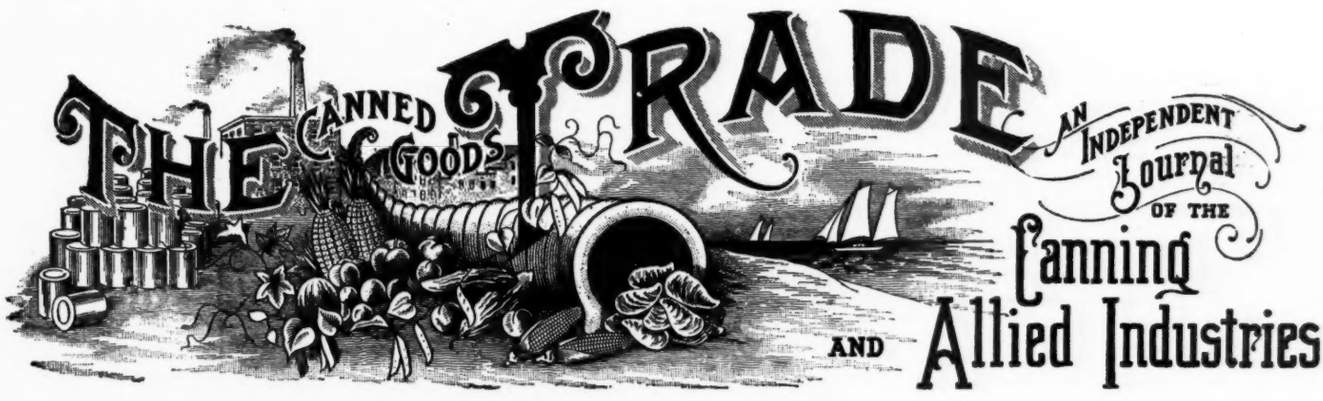
Chicago, Ill.
Merchants Loan and Trust Bldg.

Baltimore, Md.
Boston and Hudson Streets

San Francisco, Cal.
Kohl Building

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.



BALTIMORE, FRIDAY, JULY 14, 1905.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

There has not been quite such an excess of moisture on the Atlantic Coast the past week, and there has been quite a drought on the Northern Pacific slope, whilst throughout the country in general the weather has been favorable to canners' crops. The progress of the season, however, is working some slight changes in the outlook, just as it is also producing some needed changes in the market. Perhaps, to understand the conjunction of these two forces, it would be well for canned goods packers, generally, to keep in mind the procession of crops and varieties of packing. The calculations for the season usually are made from the beginning of February, based mainly upon prices for future packing as well as for future growing. Right here it may as well be stated that there was very much less of the usual amount of futures sold this year. It has been a sort of a hand-to-mouth purveyance, and buyers have seemed to feel assured from the very first that they will be able to get all they need at low prices. We have yet to see if this calculation will hold good until the end of the season. In the latter part of April and the first part of May come the first fruits of the earth to the packers' tables, and process-rooms begin to get busy. This began in the present year with pineapples and later than usual with peas in May, small fruits in June, string beans, etc., in June and July, and in the latter part of this month and the beginning of August will come the heavier articles, tomatoes and peaches, and through August and September we will have added to these corn—the great staples of the packing business. In the latter part of September and October will come also the pumpkin and apple, and then summer fruits and vegetables have to give permanent way to oysters and fish goods. So far this year not one of the crops mentioned in the order has made a normal pack; they are all behind the average of production of recent past years, although the consumption is steadily increasing, as is the population.

Mainly owing to some local conventions of packers, the important information has developed lately that the great carry-over of tomatoes from last year has been nearly absorbed, that the acreage which can be depended upon at present has been greatly reduced, and that tomatoes will be compelled by force of

demand from consumption to advance somewhat over the price which controlled in the spring. It has become clear, even to packers, that there is not nearly as heavy a holding of tomatoes on hand at the present as there was at the same time one year ago, and they also have the corroborative proof, that the outside buying market recognizes this by the fact that they have advanced about ten cents per dozen since the last sixty days.

The agricultural reports, as well as private correspondence, all point to the fact that corn in general is now doing well, but that the average in quantity will be somewhat below the average of past years. With the advance in the value of tomatoes and a reasonable certainty that it will be held, there is also a great probability that corn will be strengthened in value. Packing in this city at present is confined almost entirely to string beans and small fruits. Blackberries of excellent quality are now coming in in good supply, and packers are paying from 4c. to 6c. per quart for them and from about 4½c. to 7c. for raspberries. Blueberries are selling wholesale at 6c. to 7c. per quart, and gooseberries at 3c. to 5c. per pound. String beans are selling wholesale at 25c. to 35c. per bushel, and wax beans at about 20c. to 25c. per bushel.

It will not be a great while before the packing of corn and tomatoes will be in order. The receipts of these vegetables at present are all from the South and prices are still too high to justify packing at present quotations. The rise in tomatoes has resulted in a very considerable amount of orders coming to this city, brokers generally are busy and buyers seem to realize that it is time to get in line. Standard tomatoes have held firm at the advance gained last week, and there is nothing to be had in No. 3 at 67½c., and most of the sales are made at 70c. Corn is also unchanged and is quoted, for county pack, at 50c. to 55c.; shoe peg, 55c. to 60c.; Maine style, at 65c. to 70c.

New pack blackberries are quoted at 55c. to 57½c. for standards; 75c. to 80c. for preserved; red raspberries at 65c. to 70c. for standard and $1 to $1.10 for preserved. These figures are also being quoted for black. Blueberries, 62½c. to 65c.; strawberries No. 2, 55c. to 60c.; preserved, $1.15 to $1.30, and gallon standards at $2.75 to $3.00; gooseberries No. 2, 70c. to 75c. No. 3 standard peaches are quoted at $1.50 to $1.60; seconds, white, $1.10 to $1.15; yellow, $1.15 to $1.20; No. 3 pie, 75c. to 80c.; gallons, $2.75.

Summer dullness is hovering over all kinds of canners' metals, and there is as yet no variations in the quotations of cans. Pig tin, however, shows one of its slight advances, present quotations being $31.60 to $31.75, as compared with last week's quotations of $31.15 to $31.25. These and other quotations of canners' metals and cans may be found in full on their regular page.

New York Market.

NEW YORK, July 12.—A little livelier aspect has characterized the market the past week, and sales of some varieties has run far ahead of what they were a few weeks ago, and a better feeling pervades the whole market. Notwithstanding this it is vacation time and business about New York is reduced to the lowest terms. More or less of the employes of all business establishments are away, and there will be reduced forces every where until the middle of September. Then the men employed in the trade will be back and all departments will be placed upon a substantial basis again.

Salmon.—The event of the week was the announcement of opening prices on 1905 pack red Alaska by the Alaska Packers' Association. The announcement was a complete surprise. It has hitherto been the custom to wait until the sockeye packers have had their little say, and then announce red Alaska. But this year the regular order has been reversed and the red Alaska has come first. The figures were $1.00 for talls and 95c for halves, 10c below last season's opening. The price of spot goods was reduced to correspond, and the combination of low prices has started buying in a way to surprise the entire trade. Large orders were placed for futures,

UP HILL WORK.

Trying to get good results with poor tools. Have you done your best? Lots more satisfaction to figure a profit at the season's close than to discover a loss. If you pack high class goods with up-to-date machinery, there will be no trouble in your case.

A Knapp Labeler and Boxer will do the labeling and boxing better and cheaper than any other method.

Are you interested?

Write us about it.

BERGER, CARTER CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.
80 WABASH AVENUE ——— CHICAGO.

and these have been supplemented in nearly all instances by liberal orders for spot goods. The delay in the appearance of sockeye salmon, which is now nearly two weeks late has some influence on the situation. All acting together have created one of the most active markets seen in years. Spot goods are quoted at $1.13½ for association brands, a reduction of 10c. As this is written buying is going on very rapidly and stocks are already approaching depletion in some quarters.

Sardines.—No change in the situation was reported. It's possible to buy at $2.20 f. o. b. Eastport, but the run of fish continues small and offerings are light.

Tomatoes.—The views of sellers remain quite as strong as they were at previous reports. It appears that the pack will be kept down closely approaching the apparent needs of consumption, and this is exactly what has been intended from the first. For standard Maryland 3s 67½c is quoted for spot goods, with some holders asking 70c, while in futures of the same grade nothing less can be obtained than 70c, and a few holders are asking 72½c. Not much business is being done, but that does not discourage holders who stand firm for their prices.

Peas.—The market is stagnant. Crop reports are gloomy, particularly those from New York State, where it is said that packers will not deliver more than 50 per cent of their contracts at the outset, and some say 35 per cent will cover their deliveries. From the West come similar reports, though the curtailment is likely to be less.

Asparagus.—The pack of California asparagus is so light that not more than 25 per cent can be delivered according to present calculations. Jobbers understood the pack would be a record breaker and consequently failed to buy at the beginning of the season. They are anxious wondering where stock is coming from to fill orders already booked. So far they have been unable to find anything, and some will undoubtelly go without this season.

Corn.—Crop damage is reported from various sections of New York State, due to cool weather and long rains, but how severe it is no one can say. Fancy New York State corn is held a shade firmer on the spot, but it has not shown any increased activity as yet.

Beans.—The New York State crop is reported reduced by unfavorable weather, though how much it is impossible to say. Buyers pay little attention to these reports, and are not placing orders for goods any more freely.

Fruits.—California fruits are still unsettled, split commissions and cut prices creating an extremely unsatisfactory feeling. Peaches are about the only variety that attract any attention, and they are not selling as readily as they might, considering the fact that the supply promises to be short.

HUDSON.

CROP CORRESPONDENCE.

One-Tenth Acreage of Corn, One-Third of Tomatoes.

GAITHERS, MD., July 6, 1905.

THE TRADE: There are only two factories in this section, both of which pack corn and tomatoes, but I will not run my factory this season. Last year I put up 5,000 cases of tomatoes and about 2,000 cases of corn. I have sold all my tomatoes, but have most of the corn on hand. The other factory packed about 1,600 cases of tomatoes last year, but will not pack over 1,000 this year.

The acreage on corn is about one-tenth what it was last season and tomatoes are not over one-third what they were last year. Both, however, are looking well.

Yours truly, W. R. MCCARDELL.

Corn Looks Well.

ADAMSTOWN, MD., July 10, 1905.

THE TRADE: The country looks fine. The corn crop never looked better, I am told, than at present, and, if nothing unforseen happens, the crop will be equal to that of last season, which was a large crop. From what I can learn, the acreage this season will be one-half less than last year, with the exception of the people I am with, who have increased their acreage about one-third.

Yours truly, H. C. WINEBRENNER.

Increased Acreage Corn and Tomatoes.

ADVANCE, IND., July 10, 1905.

THE TRADE: Our regular pack consists of corn and tomatoes, but some years we pack pumpkin also. As compared with other years, the acreage is larger this year, and at present prospects look well for good yields. We are paying $7 for corn and 20c. per bushel for tomatoes.

Yours truly, Advance Canning Co.

75% of Average Yield of Peas.

MANITOWOC, WIS., July 10, 1905.

THE TRADE: This year there are two factories less operating on peas, one having closed down and the other moved away. We pack only peas, and, while we grow our own crop, would say we put in about the same acreage as last year. The yield per acre will not amount to more than 75% of the usual, however.

Yours truly, The Albert Landreth Co.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Dont worry, ask me, I'll get it for you.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

GEO. W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

Smaller Acreage of Corn.

BLOOMINGTON, ILL., July 10, 1905.

THE TRADE: We grow our own corn for canning—the only crop, as you know, we handle. This year we did not put out as large an acreage as last, and it looks now as though we would have only a fair crop. It has been too wet.

Yonrs sincerely, Bloomington Canning Co.

Tomato Acreage 50% Less.

MILTON, DEL., July 7, 1905.

THE TRADE: Replying to your inquiry of recent date, beg to say that the tomato acreage of this year is about 50% less than that of last year. Contracts have been made on a basis of 10c. per basket of five-eighths bushel capacity. All the factories in Milton and vicinity will operate this year.

Yours very truly W. W. CONNELL.

Tomato Crop About 40% Short.

CRIDER, KY., July 10, 1905.

THE TRADE: The Crider Canning Co. has put out 450 acres of tomatoes and will begin packing about July 20. There are half a dozen factories within a radius of fifty miles of this point, and from the best information obtainable the tomato crop will be about 40% short of the previous year. One or two factories are reported considering the advisability of remaining closed for the season. Some berries have been canned and a full pack of pumpkin, sweet potatoes and hominy is projected. On the whole, the out. look for a normal tomato pack in this section is not very encouraging. Having more than doubled its acreage, the Crider Co. will be able to take care of its trade and have several thousand cases surplus.

Yours truly, THOMAS H. SMITH, JR.

Sale of Tinplate Mill.

George C. Sturgiss returned from Richmond, Va., bearing a mandate of the United States Circuit Court of Appeals, which confirms the sale of the Morgantown Tinplate Company's mill at Morgantown, W. Va, to him. The order was entered by the full court, Judge Goff presiding.

This property has been in litigation two years in a court of bankruptcy, and the final controversy arose over the sale of it to John G. Frazier, of Pittsburg acting for a corporation independent of the United States Steel Company. Mr. Sturgiss claimed that a prior sale to him for $200,000 should have been confirmed, and the court sustained his contention by reason of a former contract..

Mr. Sturgiss will at once turn the property over to the American Sheet and Tinplate Company, which will within thirty days begin to spend $400,000 in improving the plant, and will put it in full operation. One thousand persons will be employed.—Exchange.

No Sockeyes in Sight.

Despite the fact that the month of July has been well entered upon, not a single sockeye salmon has been seen in the Fraser River or in the Gulf of Georgia heading for that stream. On this account local cannery men look for a late run with plenty of fish. They expect that when the schools of salmon reach the Fraser, they will follow one another in rapid succession till the end of the season, the latter part of August.

Few salmon are expected on the Fraser till the beginning of August for the reason that it generally takes three weeks from the time the fish appear in the Strait for them to reach the river. As practically no salmon have appeared in the traps at Sooke or Otter Point, the canners do not look for any great amount of canning to be done on the Fraser till early next month.

All the canneries on the Fraser have completed preliminary arrangements for the season's pack, and are now patiently awaiting the arrival of the fish.—Exchange.

Cannery Burned.

ANTIOCH, CAL.—A destructive fire at Black Diamond was caused by Angelo Steffano burning cobwebs from the ceiling of his place with a torch which spread to the adjoining buildings. J. Lindenberger & Co.'s salmon cannery and cold storage plant, together with 600 barrels of salmon, was destroyed, causing a loss of $100,000, with only $7,000 insurance on the buildings. The wharf of B. Senderman was burned, valued at $3,000, and twenty fishing boats and a launch were also consumed by the flames. The loss of outside property was $25,000, with no insurance.

Lufkin, Tex.—The Lufkin Canning Factory has given notice that it is ready to buy all the tomatoes that our farmers can deliver at $7.25 per ton. An experienced trucker figures that at this price an acre will produce about $60. As the prices received from shipments have been very unsatisfactory, shipments will now be discontinued and the cannery will get the remainder of the crop. Several wholesale merchants, among them two from Houston, are figuring with the proprietors for the entire output of the factory. Besides tomatoes, peaches, pears and other fruits will be canned.

Fairport, N. Y., July 1, 1905.

For the sake of argument, we will concede that the old style soldered cap-hole can is good enough for "Water-color" Tomatoes, that you wouldn't eat, and can't sell. But if you make a pretense of packing Tomatoes for EATING PURPOSES, you will have to follow suit, and adopt the Sanitary Can, "The can without the cap-hole, sealed without solder or acid." This is the can of QUALITY for goods of Quality. Fill by hand and increase your average one can per bushel. Peel your fruit whole, and keep it so. Don't run it through the "crusher" and then pulverize it with the "cap-hole." Give the tomato a chance.

SANITARY CAN COMPANY,

Factory, FAIRPORT, N. Y. N. Y. Office, 105 HUDSON ST.

OUR CANS ARE MANUFACTURED UNDER MAX AMS PATENTS.

WRITE FOR BOOKLET AND SAMPLE CAN.

Tin Cans

for

July Delivery

PACKERS WHO HAVE NOT ALREADY PLACED THEIR ORDERS WILL SAVE MONEY BY GETTING IN THEIR STOCK OF CANS NOW, INSTEAD OF WAITING FOR LATER DELIVERIES.

The Virginia Can Company offers the trade a strong, smooth, safe can.

In writing for prices state about how many will be needed.

Virginia Can Company,

BUCHANAN, VA.

☞ *We furnish the Solder Hemmed Cap at regular prices.*

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

Tomatoes are quiet at the moment, suffering like most of the articles sold by grocers from the paralyzing influence of the Glorious Fourth. Demand is definite enough to reveal the firmness of the market. Corn is dull. Peas are showing more steadiness since the fears of crop shortage in this State and the West have been confirmed. Beans are quiet. In fruits the movement is limited. California grades still show an unsettled tone. Salmon is in better demand, more especially the cheaper kinds. Of all kinds, except red Alaska, the supply is small.—*Merchants' Review.*

Chicago.

Demand for canned tomatoes continues large, as there is expectation of a big reduction in this year's pack and values are getting noticeably firmer after the recent slight advance. Experts figure on a higher market for both old and new pack tomatoes. Futures are selling freely. Corn is unchanged, holding steady. Peas are somewhat higher. The pack is conceded to be far short of last season. Demand for peas is good. String beans are steady, with a fair demand. Other vegetables are unchanged. California canned fruits are strong and in good demand for both spot and 1905 pack goods. A good demand is being had for canned peaches, which are scarce. Canned cherries are selling at high prices, as the pack is reported almost a total failure, hence even higher prices are looked for. Canned apples are firm. Stocks are understood to be small. The salmon market is more active and prices are very firm. Pack on the Columbia river extremely light so far. Sardines are unchanged. Demand is very good.—*Grocers' Criterion.*

Philadelphia.

The tomato situation is strengthening all the time. On spot very few are being offered. The market is now nominally 70c., but it is possible to pick up a few here and there at 67½c. As to futures, most packers are not anxious to sell. Nothing whatever is obtainable under 67½c. The size of the coming pack is uncertain. There are indications that the crop will be large in certain sections, but in Maryland the acreage has been reduced and predictions are difficult. The probabilities are that the pack will be found to be large enough to make any radical advance not only unnecessary, but impossible. Corn shows nothing new. The demand is light at unchanged prices. Peas show no change for the week, but probably will do better, as reports from the principal growing districts are very unfavorable. In New York there has been too much rain and the pack will likely be light. The Southern packing is over and also showed a considerable deficiency. Indiana shows a pack of about 80% of normal. The Michigan and Wisconsin packs cannot now be forecasted. All indications point to an advance, with a scarcity of fine grades late in the season. Peaches are unchanged, no future prices having been named as yet. Spot peaches are unchanged and nearly cleaned up. The situation in California future canned goods is by no means steady. The Association has made cuts here and there and the independent packers have usually followed. Canned apples show an advance of 35c. per dozen gallons in the last few days. Before this began packers were glad to take orders at $1.90, but suddenly the market took a turn, due to the prospect of short pack, and sharply advanced, until at the present writing packers are quoting all the way from $2.15 to $2.25, and some decline to sell at all The Baltimore general line is unchanged. Holders of string beans are talking higher prices, but are still willing to sell at the old figure.—*Grocery World.*

Boston.

Corn in Maine looks very well indeed at the present time, and, if there is a good warm September, there will be a fair pack in that State, but it will be below the average. Peas in New York State and the West have been considerably injured by heavy rains and cold weather, and the pack of both sections will be considerably short of last year. The market for both spot and future tomatoes is very firm, with a higher market in view. Salmon remain firm. All are now awaiting the hoped-for run of sockeye to materialize. This will not be known much before the latter part of this month.—*New England Grocer.*

London, England.

Salmon.—Alaska has been in fair demand at unaltered rates, but there is not much doing in British Columbia talls on the spot, although the inquiry from the country for best qualities has improved, and this is doubtless due to the scarcity of flats and half-flats. Lobsters.—That the pack for all sizes will be short this year becomes more evident as the season advances, and the market remains very firm. Arrivals continue to come in slowly,

The A B C of the Canner,

A=malie
B=rand
C=olors

"Amalie" TOMATO color is a special product.

GOOD COLOR. NEVER FADES. GUARANTEED HARMLESS.

OUR SOLDERING FLUX IS THE BEST EVER SOLD.

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Baltimore. *New York.* *St. Louis.* *Boston.* *Philadelphia.*

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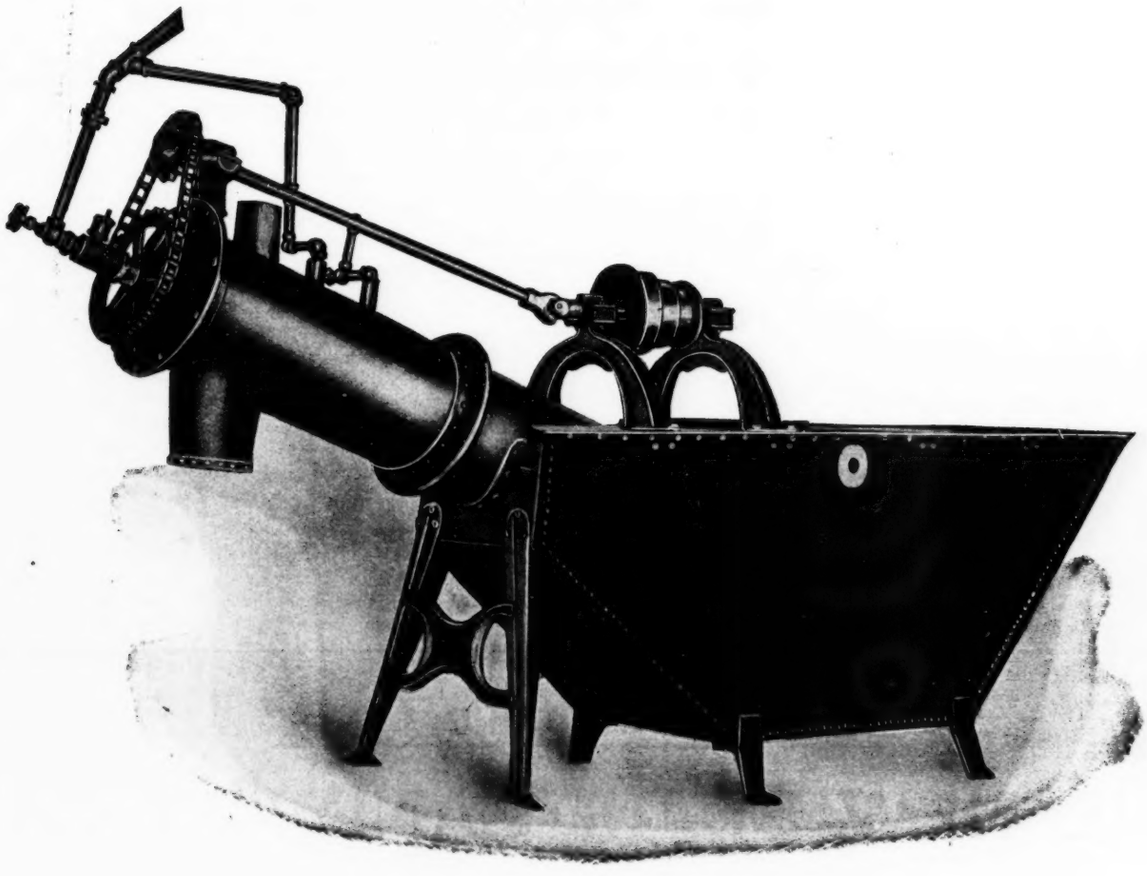

Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam.

Best Method. Saves the fruit

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

and amongst the more recent are the Ulunda with 2,078 cases and the Winifredian with 625 cases, both to Liverpool. Sardines.—Business has been small this week, but prices are without change. The fishing in France, according to advices received, is practically nil up to date, whilst in Portugal the few fish being caught are irregular in size and mostly unsuitable for packing. Recent arrivals include the Ormesby Broad with 1,729 cases, the Goya with 974 cases, the Peninsular with 3,654 cases and the Navarre with 1,263 cases, the last named for Liverpool. Meats.—There is a continued good business passing and the market is very firm, with a dearer tendency for ox tongues. Fruits have been going well into consumption, but the spot market is somewhat quiet, although firm. Pines also are dull, but steady. The Jason has brought 5,799 cases and the Pera 2,370 cases pines.

Liverpool, England.

Salmon.—There has been quite a rush on best qualities during this last week. One-pound flats have advanced 1s. half-pound flats 3s. to 4s. a case and one-pound talls 6d. In view of the high prices that one-pound and half-pound flats have reached, one-pound talls look comparatively cheap. Lobsters.—Fairly active; new pack halves in demand. Sardines scarce and dear. There are no offerings of grocery goods, with the result that stocks are fading away to vanishing point. Fruits.—These have been good, the hot weather having increased the demand enormously. Pines are slightly better. Apricots, pears and peaches are in inquiry.—*Grocers' Gazette.*

For Kraut Manufacturers.

John E. Smith's Sons Co., of Buffalo, N. Y., have made some valuable improvements on kraut machines. They are now making four sizes of power Kraut Cutters at very low prices to meet the demands of the smallest, as well as the largest kraut manufacturers.

A valuable improvement just put on these cutters is a new-shaped knife, curved, so that it makes a clean cut. This machine will produce kraut equal to any imported kraut ever brought to this country.

Their machines are already well known throughout the United States among the large kraut manufacturers. One of their most profitable machines for kraut manufacturers is the patent Buffalo Core Cutter. With the use of this machine, the entire head, including the core, is cut into kraut. It is a well-known fact that when the core is taken out of the head the kraut cannot be cut in as long strings as with the core cut in it. The core being the sweetest part of the cabbage, gives the kraut a sweetish-sour flavor that cannot be produced in any other way. This is the flavor that has given the imported Magdeburg kraut the great reputation that it is now enjoying, but kraut manufacturers who have for the last two years used the Buffalo Core Cutter are now producing a kraut equal, if not better, than any kraut ever shipped from the old country to this country. John E. Smith's Sons Co. are now building this machine in two sizes, so that every kraut manufacturer can afford to use one. The price on the large machine has also been reduced for 1905.

John E. Smith's Sons Co. have secured from one of the largest German kraut manufacturers in Germany a recipe for putting down this kraut which they are willing to furnish any interested party free of charge.

Heyden Sugar Not a Preservative.

Some canned goods packers and even some preservers have gotten the impression that Heyden Sugar Crystals and similar sweeteners are also preservatives. This is an error—they are not in any way a preservative, have no virtue whatever in that respect. They are a substitute for cane or beet sugar.

Heyden Sugar Crystals was put on the market by A. Klipstein & Co. more than six years ago and so is the original article, and as such is in extensive use because of its economy. But, while it effects a great saving over the cost of sugar, in use, for instance, with corn, peas, fruits, etc., as a preservative it would be found much more expensive than the articles put out for that purpose.

Messrs. Klipstein & Co. have requested us to make this statement, as it seems this false impression has gained considerable headway. If you are interested in Heyden Sugar Crystals, they will be glad to send you samples with directions for using.

Wooster, Ohio, June 29.—In the matter of the Wooster Preserving Co., bankrupts, notice is hereby given to the creditors of said bankrupts that on the 10th day of July, 1905 a dividend of 10 per cent. will be allowed on all claims proven and allowed against said estate, unsecured, as well as all claims proven and allowed for sums due over and above the amount of the security.

Hillsboro, Tex.—Sufficient stock has already been subscribed to guarantee the building of a cannery at Covington, in this county, and it is stated that as soon as the machinery can be got the building will be rapidly pushed to completion.

Make Your Own Cans!

THE NEW SEAM SANITARY CAN.

REQUIRES

NO HOLES or CAPS

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample can sent upon request Please state kind of goods packed.

WE FURNISH COMPLETE OUTFITS FOR MAKING THESE CANS.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.,

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NEW YORK CITY

WORKS:
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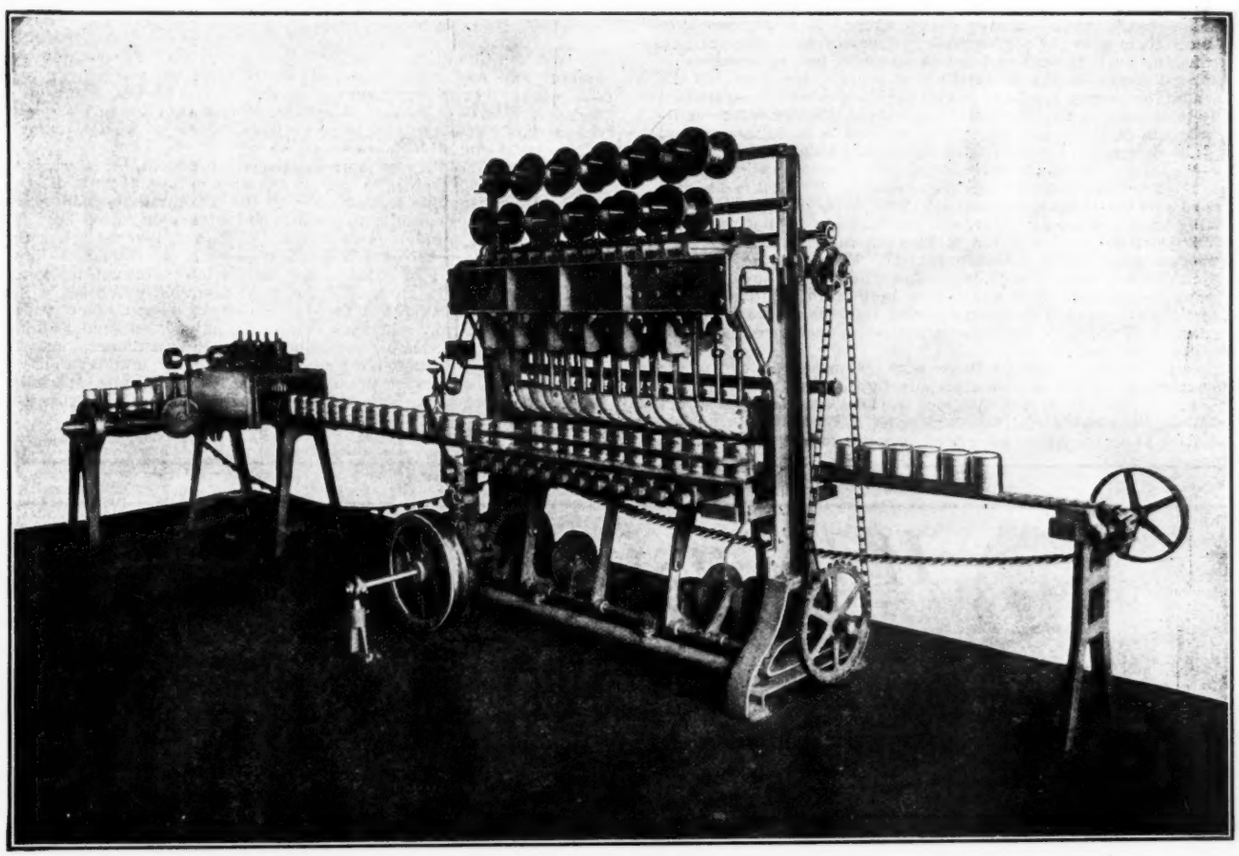
AYARS CONTINUOUS CAPPER

IS NOW

CAPPING PEAS

AND THE WORK THIS MACHINE IS DOING CANNOT BE EXCELLED. ENTIRE SATISFACTION IS EXPRESSED BY EVERYONE USING IT OR SEEING IT WORK.



Absolutely positive can feeder and spacer. Has a perfect Wiper which will wipe clean. The aciding device puts the flux or acid on just where required, and only when can is in position. Positive solder feed, direct from spools, and only when cans are in position. Specially constructed Steels, requiring little gas to heat. Caps held down continuously from the time the steels are lifted until the next row is soldered, thus insuring a perfectly cooled joint. Capacity, 4,000 to 4,500 cans per hour. Readily changeable for different sizes or heights of cans.

Each machine is furnished complete with automatic feeder, wiper, aciding machine, automatic capper, can counter, tipping chain, counter-shafts complete, and duplicate steels. Sold guaranteed satisfactory to purchaser.

GET YOUR ORDER IN EARLY

IN TIME

TO CAP CORN AND TOMATOES.

AYARS MACHINE CO., - Salem, N. J.

CORRESPONDENCE.

BALTIMORE, July 8, 1905.

Tomatoes.—The steady upward tendency in the market was again in evidence this week, especially on No. 3 standards. The market closes today strong at 70c. per dozen. At this writing we do not know of a case of desirable No. 3 standard tomatoes to be obtained in Baltimore under 70c. per dozen. We have gone over the situation thoroughly in the county and find that the Peninsula packers are almost entirely cleaned out. The extent to which these country packers have sold out entirely can hardly be realized. We would suggest your investigating the market for yourselves. There are some lots on the Peninsula which could probably be bought at 65c. to 67½c. per dozen. For the most part, however, they are goods which have been carried through the winter, and have suffered to some extent by freezing and are more or less rusty. The inquiry for tomatoes from all sections is good, and, while orders are for legitimate wants only, yet everything seems to point to a continued good demand.

The market on future tomatoes is also strong at 52½c. for No. 2's and 70c. per dozen for No. 3's. It is barely possible we could pick up a few cars of No. 3's at 67½c. per dozen.

We have been able to fill a few orders this week for No. 3 standards, for future delivery, at 67½c. per dozen, Peninsula. On positive orders we might be able to buy a limited quantity at this figure. Most packers have either advanced their price to 70c. or have withdrawn from the market. The better feeling on both spot and future tomatoes has unquestionably affected packers' ideas as to the advisability of packing tomatoes, but the extent to which the acreage can be increased at this time will be so limited as to hardly be a factor in the situation. No. 2 standards, for future delivery, we can quote at 52½c. per dozen, less 1½%, f. o. b. Baltimore, and gallons at $1.80, less 1½%, f. o. b. Peninsula, or $1.85 Baltimore.

Corn.—We offer extra Maine style sugar corn, choice quality, at 70c. per dozen. Spot corn continues in excellent demand. While it is doubtful that spot stocks will be entirely cleaned up, there is no question but that they are being heavily reduced. There will not begin to be the carryover that was anticipated at the close of last packing season.

Apples.—Some new apples are being packed. We quote No. 3 standards at 62½c., gallon standards at $1.85 per dozen, less 1½%, f. o. b. Baltimore, for prompt shipment. Spot apples have been off the Baltimore market for several months, and at the opening prices these figures look low.

String Beans.—Packing of these goods continues, and there are some excellent goods being packed.

Pineapples.—Packing is over for this season. As usual, the end of the season finds stocks of certain grades especially light. This applies to the fancy sliced and gallon pie grated, of which packers are carrying a very small quantity. We can still fill your orders for a very fancy article in sliced E. & C. at $1.80 and gallon pie grated, in water, at $1.75 per dozen.

Berries.—The stock of gallon gooseberries here is pretty nearly exhausted. Would suggest your investigating the market if you are interested in this line.

Cherries.—The extremely light pack of cherries on the Pacific Coast this year has caused an unusually good demand for Baltimore pack.

Pears.—Are getting into better shape right along. The market has not shown any material advance as far as price is concerned. The comparatively high price of peaches and the short crop of pears in California is causing a better demand for Baltimore pears and stocks are gradually being worked down. We still have No. 3 standard Baltimore pears at 65c. per dozen, and have some other lots at prices ranging from 70c. to 90c. per dozen,

Peas.—Cheap peas have been going out well. There are some unusually desirable lots of seconds here at 55c. per dozen and some fair goods at 50c. per dozen. We are buying some Baltimore packed standard peas at 60c. per dozen, which are splendid value. We still have some ungraded early June peas in the country at 55c. per dozen, less 1½%.

Sweet Potatoes.—There are not more than a few hundred cases of No. 3 standard sweet potatoes left in Baltimore at 77½c. per dozen. Most of the packers are sold out.

Peaches.—Packers are still out of the market as far as naming prices on futures is concerned. As we approach the packing season, the outlook for this season's pack is anything but encouraging.

Yours truly, THOMAS G. CRANWELL & CO.

ABERDEEN, MD., July 8, 1905.

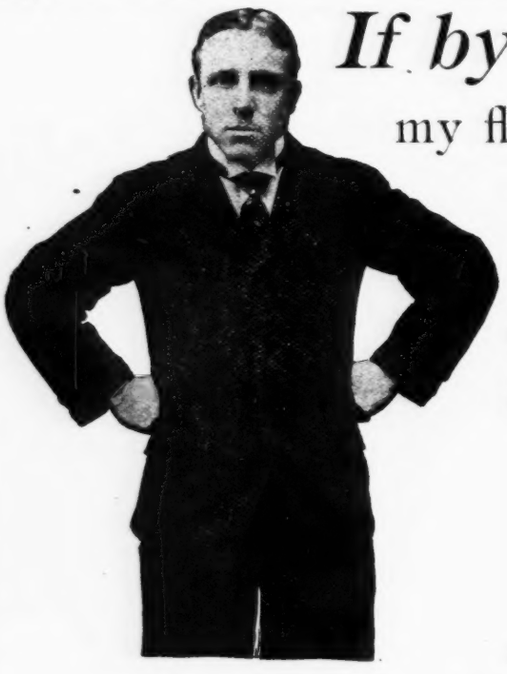
Weather Conditions, Acreage.—Considering the late start, tomatoes are looking well, and, while some sections have had too much heavy rain the past week, vines are luxuriant and are blossoming nicely. Acreage for tomatoes will be 60 to 65 per cent. of last year, so that it is now a question of the carryover added to a six or seven million pack, as to how many plates can be laid for next year.

Weather conditions for corn are about as tomatoes, late start, but growing fast. Acreage hardly as large in the East as last year, with as good a yield per acre improbable, figures up to the present time unapproximated.

Spot tomatoes coutinue to advance and large speculative buying is reported. Visible supply figures at least a million or two cases less the past thirty days. From the fact that many lots of spot tomatoes have been frozen one, two and, in some cases, three winters, except for immediate wants, futures at 70c. are by far the most desirable purchases, with spots most variable in quality and few lots strictly standard. New packing in bright cans, free from rust, under clean, attractive labels and running regular in quality are certainly preferable even at 5c. per dozen more.

Spot Corn.—We note quite considerable inquiry, and day to day orders are coming in fast enough to satisfy sellers. We have some especially good trades in future corn, both shoe peg and Maine style. Present stocks extremely light in first hands.

Very truly yours STRASBAUGH, SILVER & CO.



If by using

my flux you get only 5 per cent. increase in efficiency with your machines, it means a saving of over 100 per cent. in the cost of your flux, and it is the very best kind of economy.

Standard Soldering Flux has made good every time.

Next week I'll tell you another reason why you should use my flux.

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CONTINENTAL CAN CO.

CHICAGO SYRACUSE

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To the Packing Trade:

The "C" in the bottom of each "CONTINENTAL" Can is our trade mark. You will always find it there. It makes our Can easily distinguished from all others--quite a convenience to the packer who may this season use some other make of Can in conjunction with ours. Another season we hope and believe you will want to use only the "CONTINENTAL" Can.

That "C" also stands for CLEANLINESS. Have you noticed how clean our Cans are? Cut off one end and hold the Can up to the sunlight and then do the same with any other make of Can you have in stock--the difference will surprise you. By our process--entirely outside soldering--all dirt or discoloration is prevented.

That "C" we propose to make stand also for CONFIDENCE--the kind our friends had in us last winter when they gave us their orders before we had a building erected, much less our machinery installed--the kind of CONFIDENCE we intend to merit right along.

That "C" we intend to also stand for CONSIDERATION due our friends and the CAPACITY we have for giving them the best Cans made anywhere.

Modesty prevents our enlarging upon the other good things this "C" stands for, but don't you think these reasons sufficient to let it also spell CUSTOMER in your case?

If you have not sent us an order--why not do so? We will be glad to forward you a sample. It will appeal to you strongly if you like a good, strong, clean Can, made of first-class materials with the highest grade of workmanship.

Please address either Chicago or Syracuse as you prefer.

Yours very truly,

CONTINENTAL CAN CO.

Thos. G. Cranwell, Prest.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, JULY 14, 1905.

For the past week Baltimore city has been taken possession of by the Christian Endeavors, and, perhaps, it is that influence in the air which has probably set us to moralizing, or at least cogitating, upon the kind of success that America is making at the present time.

Our readers know we are not of those who join in the hue and cry if any particular pack is started upon a newspaper hunt. We cannot refrain, however, at present from calling attention to a condition which looks to us like an antidiluvian cloud. We have often quoted the proverb, that there is nothing so successful as success, but it would seem that we are beginning to have evidence already that the successful America after arousing the whole world has danger of rottenness in it. There is really so much danger of this that it is a pity there is not at Washington a bureau of some sort which could be authorized to investige it for the benefit of the body politic.

What we allude to is the notable fact that every morning paper, and every evening paper for that matter also, for months and years past has brought us a fresh record of stealing, swindling or misplaced trust in some line in high financial life. We have long since gotten behind the line of even Greek honesty, and we shudder with terror when we stop to think what kind of society will fill this country when the grandchildren of the present generation are in charge of life and its matter. It would seem almost as if the entire community had bid adieu to real honesty in the pursuit of success, and the nearest we can approach to honesty today is in the criticism of those who have been found out. We were taught in our youth that the virtue of the mass of the people is the solid foundation of any government, and in our day we see it exemplified or being exemplified all around us. But, if it be true "that like causes produce like effects," there must be a very black future ahead for this country. To the philosophical mind it is a well-known fact that a man's real children, so far as characteristics are concerned, will be recognized in what we call his grandchildren, for what is on his mind at the time his children are born furnishes the character of the offspring of those children. Now, as there are three generations to every century, it would require nearly two generations to develop results, so that in fifty years from our present time America is likely to be controlled by a mass of wealthy successful men who have absolutely no conscience as regards honesty.

We have within the last few years, very few years, seen the evil national effects of this ingrain dishonesty among the people. Some comparatively few years ago immense China, with its hundreds of millions of inhabitants, was ignominiously defeated by little Japan, and here within the last three years Russia has followed in the same course. In both cases these defeats can be directly attributed to dishonest minds. It was proven in the case of China that her highest officials, generals and admirals and government officers of the most trust-deserving kind, actually sold the war materials and guns upon their vessels and elsewhere in their charge and put the returns in their pockets, and that the finest vessels that China had were utterly incompetent in equipment to compete with the meanest war vessels of a power having more honest officials.

We suspected almost as much of the Russian navy, and between the disasters of the Straits of Korea and the revelations made by the career of the Potemkine, we have good proof that this is the prevailing sin of the bureaucracy.

With such a lesson before us, we are compelled to ask what will become of America in fifty years. It is possible that our great republic will be immensely in danger among ourselves, and out of our cornucopia of success will be poured a flood of disaster which can be attributed to no fault but ourselves.

The question here arises, what is the prevention or cure that can be practiced? There is no question whatsoever that America offers a different lesson to any that has been learnt heretofore, even in the two instances just quoted. Elsewhere rottenness has always come from the top, but it is certain that it always permeates the lower strata as if by percolation. But here in America everything has risen from nothing; men who hold the highest positions, most important trusts and greatest wealth have in all cases risen from poverty, but the stamina that seems to be back of them is apparently no more to be trusted than in the blue blood and ancient lineage. It will go far beyond present development, which is bad enough, although altogether financial.

Only a couple of weeks ago the country was shocked to hear that an express train going sixty miles an hour had been maliciously derailed by a misplaced switch, personally fixed to cause the damage, and it was recognized that this was done by a great competing power trying to make a bad name for an antagonistic road. In the old days of Rome and Venice, when conscience was ignored altogether, it was a common thing for one noble to have another murdered py hiring an assassin, and it marked a very low ebb of morality. Such a crime is as nothing as compared to the willful murder of possibly hundreds of innocent people merely to cause trouble for a rival corporation. We cited this merely as proving that our anticipations were not frothy, and out of such lack of morality as is now existing there is certain to develop demoniac influences later on.

It should also be observed that at the present time there is scarcely a bureau or department of our great government but is under suspicion in respect to its honesty. A year or so ago we were congratulating ourselves that the Post-Office department at least was honestly managed, yet within the past twelve months it has been raked with its dishonesty until the papers are full of it. The agricultural department has of late gotten into line with all the others in point of rottenness. Decent exhibitions made in regard to cotton statistics show a condition of rottenness worse than Lawson's Frenzied Finance and much as we have occasion to howl about the French management of the Panama Canal, it begins to look as if our management down there was not going to be any more honest than the French. Thus reviewing anything from any standpoint we choose to take, the outlook is not cheering, and the hue and cry raised by the inspectors of the so called pure food, are as nothing in comparision with the financial dishonesty of the country. The Standard Oil Company's "tainted" money may be a fact but whether it be or not it will

be accepted for its face value. Christian Endeavor movement may be at its height of success, yet in the face of these two facts we are afraid almost to assert to our readers that we are laying foundations for trouble in this country for which it will suffer; less they should point their finger at us and say, "why a pessimist," for "there is nothing so successful as success."

The Packers and Southern Wholesale Grocers.

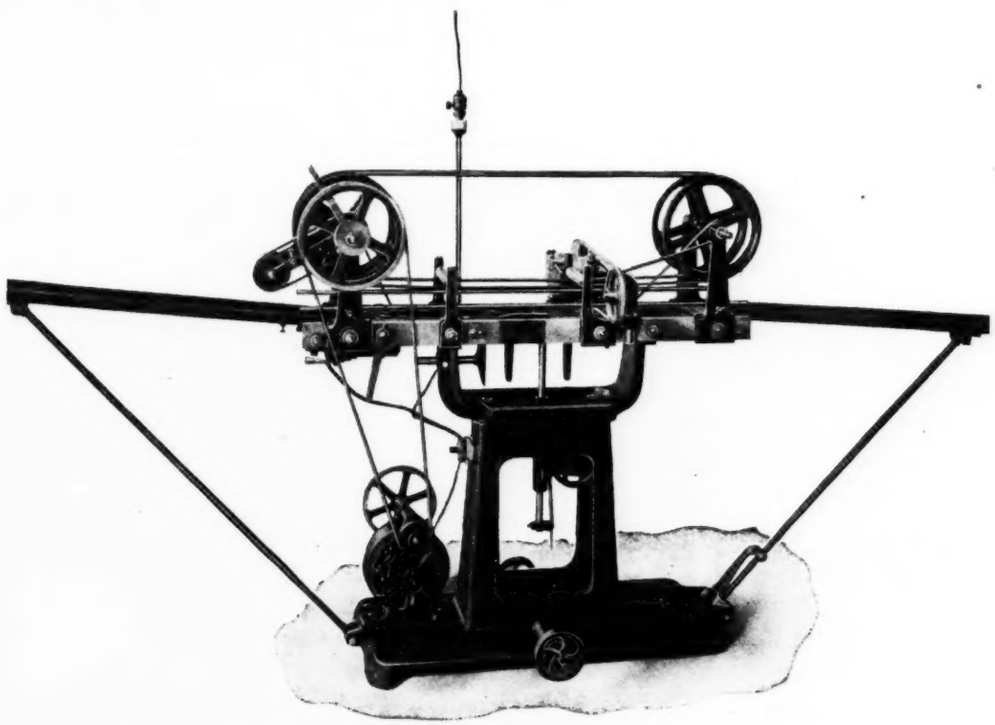
On June 17th, there was held in Norfolk, Va. the annual meeting of the Southern Wholesale Grocers Association, a body comprising all the leading jobbers of the South, covering the States, Alabama, Arkansas, Florida, Georgia, Louisana, Mississippi, North and South Carolina, Tennessee, Texas, Virginia, the District of Columbia and Indian Territory. And a review of their members shows that it is a remarkably strong body. As announced in The Trade sometime ago the Canned Goods Exchange was extended an invitation to have a representation present at this meeting. Realizing the importance of this, President Orem of the Exchange attended the meeting as a committee of one, and reports a very flattering reception. Needless to say Mr. Orem took advantage of the opportunity to knit together more closly the bonds between packer and jobber and to explain away some misunderstandings that have existed for years, and still exist in other sections. The daily paper, however, in reporting his neat address before the Association badly misquoted him in a number of instances, and so threatened to undo much of the good results obtained. We are glad to be able to herewith give Mr. Orem's address in full, and so correct these misstatements.

Mr. President and Gentlemen:

Give me but a moment to discharge an obligation every Baltimorean owes to the merchants of the South, before I remark upon any question pertaining to the business of your Convention, which you have so ably and intelligently discussed. The City of Baltimore owes you a debt, which it will ever strive to pay, and which it knows can never be entirely liquidated. It

ONE THING CERTAIN.

You will find it absolutely necessary to install a labeling machine before many more seasons—that is, if you expect to do business at a profit. Keen competition demands automatic machinery to cut the cost of "production."



Why then, will it not pay you to install a BURT LABELING Machine now and derive just that much more benefit? Nearly six hundred of these machines are in use—this indicates that some canners have discarded "hand work."

Burt Machine Company,

BALTIMORE.

is one of love and affection, swelled to greatest proportions by your words and messages of sympathy and faith and hope at a time they were needed the most. That never-to-be-forgotten Sabbath in February, 1904, when the hand of an Almighty Providence laid waste the market places of commerce and trade; when magnificent structures crumbled and fell into a smoking, chaotic ruin; when factories and stores and merchandise and machinery lay piled and burning, a confused, indistinguishable mass; when hope had died, and merchant and manufacturer gazed blankly upon desolation and destruction with hearts filled with dismay and despair; when ere the scouge was checked, neighboring cities, seeing their opportunity in Baltimore's disaster, made the efforts of their lives to secure your trade, which they imagined would be forever after lost to us, it was then your words of cheer and your manly, courageous decision to stand by the merchants with whom for a hundred years you had conducted a successful, profitable business, and would not now desert in the time of adversity, revived the waning faith of stricken merchants and again restored their blighted hopes. Having taken this stand, in emulation of the sturdy Saxon you declared with him, that

"* * * *, This rock shall fly
From its firm base, as soon as I!"

And for this unflinching attitude the City of Baltimore returns its grateful thanks.

When I received the invitation from your accomplished President to be in attendance upon this, your annual Convention, I felt honored by the distinction conferred, and straightway arranged my business affairs, that I might attend. Upon arrival in this "City by the Sea" after feeling the soul of the man in the grasp of his hand, I knew my welcome was earnest and hearty, full and complete.

This is my first visit in the South, my first acquaintance with its men and merchants; but we are not strangers, I come from a Southern State, noted for its soft crabs, hospitality and "corn pone," where the manners and customs of its people are like unto your own. I hail from a Southern city, the gateway through which annually millions of dollars of merchandise finds its way into every city and town here represented. The business relations existing between the merchants of Baltimore and those of the South are now and ever have been cordial and sincere, there has always been exhibited a desire for co-operation, and we have generally succeeded.

Representing an industry which claims my City as its place of nativity, I am thankful an opportunity opens to bring to you the greetings of the Canned Goods Exchange of Baltimore, and to say to you in their name that its membership is ready to co-operate with you upon any lines you may lay down, as to the buying and selling of Canned Goods, that will be of mutual interest to the jobber and packer.

I have been much interested in your discussions. Your objection to the manufacturer selling direct to the retailer is both sound and logical, and with a great deal of pleasure, I announce that the Canned Goods Exchange is unalterably opposed to the selling of any kind of Canned Goods to anyone except it be to a recognized wholesale grocer or jobber. As I view this question, the jobber is the legitimate prey of the packer, and the retailer is the jobber's sheet anchor. It, therefore, occurs to me the jobber takes a most reasonable position when he says to the manufacturer who solicits the retail trade - "hands off." It has always been my opinion that my own business would never have reached its present volume, if we had not steered clear of this perplexing condition, by confining our sales exclusively to the firm or corporation recognized and accepted in the business world as a "wholesaler." The mutuality of interests is what I want to convey, and to accomplish this it must be recognized at once that the packer is no more solititous to sell his output to the jobber than the jobber is anxious to obtain it. The packer confers no more favor upon the jobber by permitting him to handle his goods than the jobber confers by purchasing a particular brand of the packer. Unless we realize the necessity in all our trading that a bond of confidence and honor must be established and maintained between buyer and seller, we will forever be wading in deep waters and groping in an atmosphere of doubt and uncertainty. To maintain this co-operation, this mutuality of interest, it is incumbent upon the packer to steer clear of the rocks represented by the retail grocer, and you will pardon me, I know, remembering I am your guest, and am, therefore, precluded from offering any advice, if I respectfully suggest, it is a duty your Association owes to the body of which I am the head, to give the information concerning any of its members who has willingly or knowingly sold his goods to other than wholesalers or jobbers, not that punishment may be meted out to him, but that the error into which he has fallen may be pointed out, so that he may not a second time offend.

From the time that the patriarch Abraham gave four hundred shekels for a vault or tomb into which he placed the remains of his beloved Sarah, to the present hour, when some of you may have purchased Tomatoes at 70c per dozen, both buyer and seller in every commercial transaction, have been on the elert to discover where the best bargain could be made, who was most likely to perform every clause of the contract, and which man or firm was the most likely to offer or accept merchandise at the agreed or specified time of delivery. Here again comes into the discussion the question of mutuality. A packer having sold a bill of goods to a jobber, is

THE WOERNER CAPPING MACHINE.

It is a power capper requiring less than one horse power to operate. Two half-grown boys, with no previous experience can cap from 12,000 to 20,000 3-pound cans per day.

Without any adjustment it will cap one and two-pound cans equally as well as three-pound cans, without risk or worry. It is always ready for work for a large or small quantity as desired.

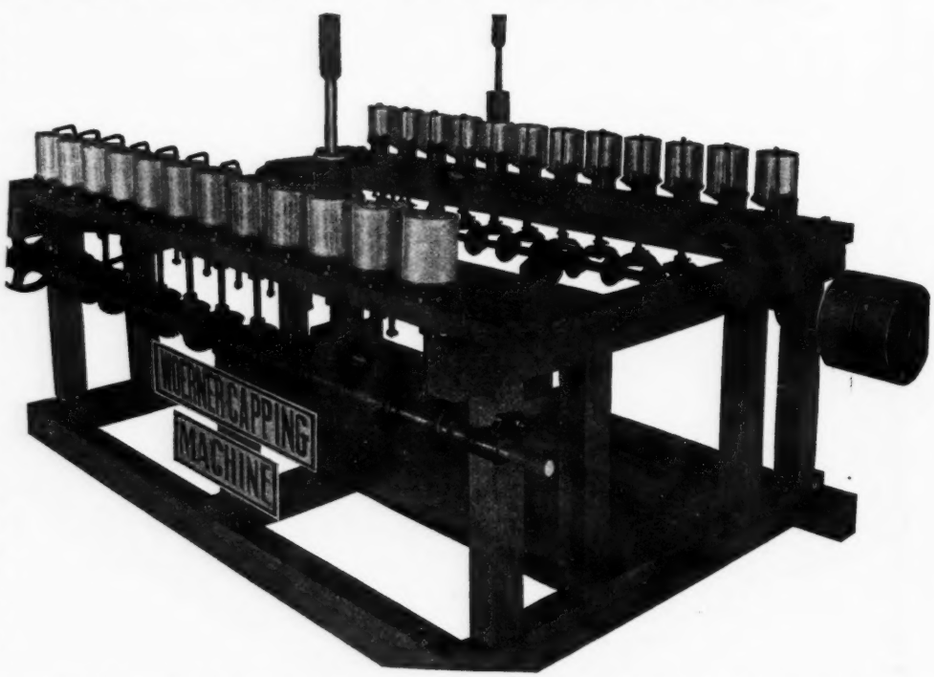
It prevents strikes on capping in your factory, as any boy or man, with no knowledge of capping, can do the work as well as a professional.

When you receive the machine from the railroad company it is all ready to belt up and go to work. No guess coming from anyone.

It will do better work than any of the high priced machines. No machinist is required to keep it in running order, nor any high priced gas apparatus to run it, simply Clark's Oil System or gasolene pressure, nothing more.

It is not a new machine but a well tried capper. I have had it in use for twenty-seven years, making the necessary improvements from time to time. I am therefore able to give you the benefit of my own practical experience for this length of time.

It requires no one to look after it, as it can not get out of order and will last a lifetime.



It will cap your cans, any size opening, at an expense of less than three cents per 100 cans. This expense is less than any other capper will show.

It requires four and a half by seven feet of floor space. It has a tight and loose pulley, and should run at a speed of about sixty, and not over seventy, revolutions.

It is the cheapest and best capper now on the market, costing $300, F. O. B. cars, Liverpool, N. Y. We have two of the cappers in use ourselves, and now we have one on hand to ship. We will always keep from one to three on hand to avoid disappointment in shipping.

DAVID C. WOERNER, Liverpool, N. Y.

S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

bound by every legal and moral law to deliver them in accordance with every term of the contract or understanding at the time of sale. And, if his delivery is in accordance with the description of the goods specified at the consummation of the sale the jobber is bound by every legal and moral law to accept them. This is a good habit which ought to be cultivated. When a packer, for mere temporary gain, delivers his merchandise in direct variance with the terms of his contract, by substitution of indifferent or inferior goods, hoping they will pass without detection, you should at once, without delay, call upon that packer who has not made good his delivery and let him know in language which he cannot mistake that he must make good, and you will hold him by every moral and legal law until he does do so.

And to the jobber who, without the slightest hesitation rejects recognized good quality canned goods, for the reason that the market price at delivery is lower than the price at the time the contract was made, is warped by a habit no less vicious and it is incumbent upon the packer to insist with all his legal rights that the goods must be accepted and paid for at the price and upon the terms agreed. The honor of both packer and jobber is involved in these propositions - we must see to it that neither sacrifices his self-respect by mistaking greed for honest gain.

Let us foster and cherish every proposition with which we have to deal, having for its aim the protection of each other's interests. It is not expected you can arrange your sales for a given quantity of Canned Goods purchased before the fruit or vegetable blossoms, and, by reason of a shortage of crops it is impossible to deliver but one half or one quarter of the quantity. This is a dangerous proceeding. Don't you remember "the man who sold the lion's skin while the beast yet lived, was killed while hunting him?" A qualifying clause in the contract obviates this. Insist upon it. It's your right. It will save you many an explanation to your customers, and it gives you much greater assurance from the packer that your contract will be filled, at least up to the amount you have sold, and thereby your interests are protected.

The packer, also, has rights which command your respect. Having to supply a stated quantity of any line of Canned Goods, for which every arrangement has been made, by the purchase of the fruit or vegetable, the cans and cases, the labels and the labor, it is unfair, without rhyme or reason, on any notice whatever, to request him to cancel an order which has previously been handed him, and against which his factory is kept at work to complete. We would hesitate to cancel an order with our tailor after the garments were ready for delivery, we would also question if it was our right to cancel any one of the articles manufactured, leaving the balance in the tailor's hands. By meting out to him the same justice you have a right to demand is all the packer asks, all he expects, all he desires.

The packer is not regardless of the signs of the times. He knows the per capita consumption of Corn, Peas and Tomatoes is far less than it ought to be. He knows that for five years at least, the canning industry has been assailed by publications, some of which are distinctly "yellow." He knows there are housewives who wonder if they will survive the eating of a tin of Tomatoes, after they have finished the reading of an article waylaying the industry. He is alive to all these conditions, and knows the effect produced in the public mind by the exhibition of the "Poison Squad" under the auspices of the National Bureau of Chemistry. He is further aware of the fact that the individual packer is but the smallest atom in whatever defense he might make against this wall of prejudice and slander. Realizing this, "The National Association of Packers of Pure Canned Food" has been formed, whose object is to pack Canned Food in conformity with the rules adopted by the Department of Agriculture, and by obtaining a patent or trade mark signifying the contents of the tin it covers are pure and not deleterious to health, the per capita consumption will increase, the Department is rendered *hors de combat*, and the yellow-streaked journal will be out of a job.

I fear too much of your time has been consumed by these remarks. My only aim has been to cement and make fast the cordial relations existing between your Association and the packers of my State. My visit has been a most pleasant one. Let me thank you for the many little acts of kindness you have showered upon me. You have delighted me with your hospitality and charmed me with your soft, musical accent. Your courtesy has been constant and unbounding. I thank you for this patient hearing.

Canning Items.

Indian Territory.

Ardmore, I. T.—At the first election of officers of the Ardmore Canning Co., the following were elected, President, W. S. Wilverton, Vice President, R. T. Dallas, Secretary, Felix King and Treasurer, Walter Colbert.

Maryland.

Rockville, Md.—The case of the Laurel Canning Company against the Baltimore and Ohio Railroad Company for damages in the sum of $20,000

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

Yours truly,

JOHN W. MANN & CO..

902 to 920 S. CAROLINE STREET, BALTIMORE, MD.

has been removed to this county for trial, and a transcript of the record has been received by the clerk of the circuit court here. It is alleged that buildings belonging to the canning company were destroyed by fire originating from sparks from a locomotive belonging to the defendant company and that it was the result of negligence on the part of the railroad company.

Middletown, Md.—The pea canning season in Frederick county has ended. The crop was short and at the Frederick City Packing Co's plant, Frederick, the pack was only half that of last year. About 6,500 cases were put up at this plant, says the report.

Salisbury, Md.—The Maryland Pickling Company, Pocomoke City, of which Mr. E. W. Veasey, is president and Mr. H. N. Veasey, secretary, treasurer and manager, will open for business for this season. The company has a capital of $5,000 subscribed and paid in.

Mississippi.

Jackson, Miss.—Enterprise Canning Factory Domiciled at Enterprise, Clark county, capitalized at $10,000. G. W. Kemper, J. L. Buckley and others.

Nebraska.

Auburn, Neb.—Manager Farmer of the Auburn Canning Company is very highly encouraged over the prospects of the corn crop this season. His men have just finished plowing for the last time this season, 400 acres of the 1,000 out and the corn is now tasseling. The crop is about two weeks in advance of that of last year and indications are for one-third larger output. The factory will begin operation about July 20.

Texas.

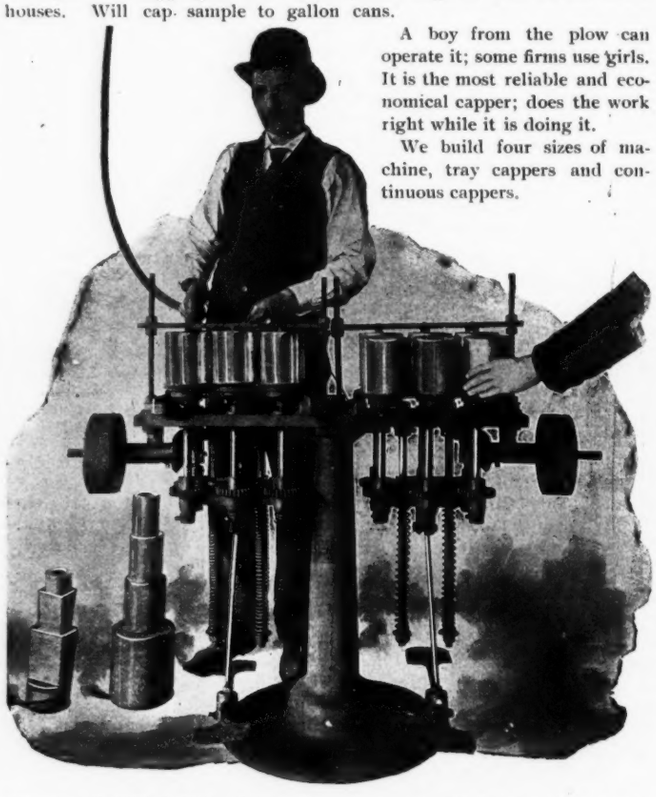
Yoakum, Tex.—The Yoakum Canning Factory, one of the pet industries of the town, now owned by Dr. W. Shropshire, will commence work for the season. Dr. Shropshire has had all the machinery overhauled, adding needed equipment, and has secured the services of an expert tomato man to manage the plant. In an interview with The Post correspondent yesterday, Dr. Shropshire stated that he would pay 25 cents per bushel for tomatoes, and that seventy-five hands would be employed. Heretofore the pulp of the tomato has been wasted, but now this will be used in making catsup, which will greatly increase the value of the product. Dr Shropshire has entered a bid to supply the State institutions with tomatoes. The parties to whom the product of the plant was sold last year are anxious to get an option on this year's product.

HOWARD'S CAPPER

Will interest the man that thinks, buys and plans for a canning factory. Our system of capping is now used by the large as well as the small houses. Will cap sample to gallon cans.

A boy from the plow can operate it; some firms use girls. It is the most reliable and economical capper; does the work right while it is doing it.

We build four sizes of machine, tray cappers and continuous cappers.



M. E. HOWARD, Mfr., - - Indianapolis, Ind

Kraut Manufacturers' Attention

Reduced Prices of

CORE CUTTERS FOR 1905

Every Kraut Manufacturer should have one.
Saves 15% of your Cabbage.
Gives the Kraut a better Flavor.

Made in Two Sizes at Reduced Prices

So that Every Kraut Manufacturer Can Afford To Use Them.

You can't make good Kraut without it.

Two New Sizes

—OF—

Kraut Cutters

at Reduced Prices.

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,
BUFFALO, N. Y. U. S. A.

The Eby Tomato Corer and Pineapple Eye Remover.

Just what the Canners have been looking for, cuts the core and eyes out core shape, does the work neatly and fast; saves fruit, labor and money.

Price per dozen, - $6.00

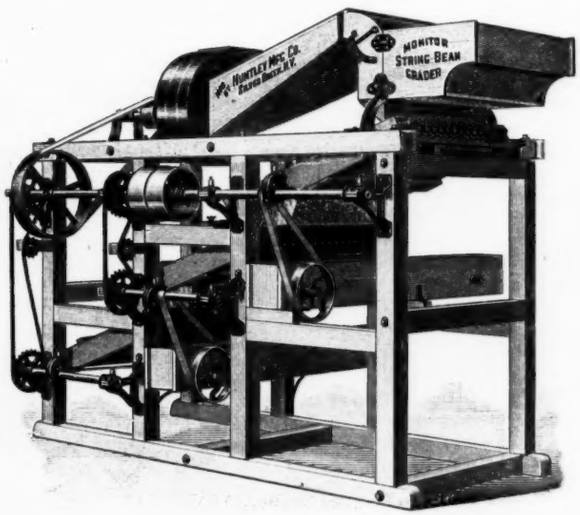
Price for one by mail, post paid 75c

Address all orders to

P. J. EBY,

TROTWOOD, O.

"The Monitor String Bean Grader has Saved Us a Substantial Amount of Money During the Past Two Seasons by Replacing Expensive Hand Labor."



So writes the Wayne County Preserving Co. of Newark, N. Y.

NEWARK, WAYNE CO., N. Y.

Huntley Manufacturing. Co.,
Silver Creek, N. Y.

Gentlemen—Replying to your inquiry of recent date, we figure that the Monitor String Bean Grader has saved us a substantial amount of money during the past two seasons by replacing expensive hand labor. We are well pleased with the machine.

Very truly yours,
WAYNE COUNTY PRESERVING CO.

The grading surface of this machine consists of three traveling shoes or beds, each of which travels independently of the other two.

Each shoe contains a series of brass rolls 15-16 of an inch in diameter and each roll has an oscillating movement by which clogging is prevented and a uniform capacity and grade is assured at all times.

The Monitor makes four distinct grades or classifications, the first, second and third of which pass through the grading beds made by the rolls and the fourth of which tails the largest beans over the lower end of the bottom shoe.

The grading is commercially correct, absolutely uniform and cannot be equalled by any other device or machine made.

IF YOU WOULD HAVE A PERFECT STRING BEAN OUTPUT INSTALL THIS MACHINE.

Write today for our complete list of money making machines.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

IRELAND GOING INTO PRESERVING BUSINESS.

Consul Moe, of Dublin, describes a new departure in that Country, Looking to the Growing and Preserving of Fruits.

Among the improvements in the agricultural industries of Ireland there has been special development in fruit culture. Apart from the scheme of cottage gardening, a series of fruit-growing experiments was conducted during the past year by the department of agriculture for Ireland with a view to inducing farmers in suitable districts to take up the growing of fruit as an important commercial addition to farming. Four centers were selected: New-market-on-Fergus, Clonakilty, Piltown and Broadway, County Wexford; and at each center twenty farmers undertook to plant each an acre of fruit and vegetables. Three further centers at Mountbellew, Piltown (No. 2), and Naas, are in process of organization. The districts selected are places which have in former times been famous for fruit growing, and if the experiments at these places prove successful it is anticipated that the industry throughout suitable districts in the country generally will receive a strong impetus.

The experiments are conducted under the supervision of qualified instructors. The number of trees, bushes and plants, including apple, pear, plum, gooseberry, currant, raspberry and strawberry, distributed and planted in the four first-named centers was 400,000; and in the three centers being organized a further 300,000 trees will be planted. This number does not include the 170,000 trees planted in the cottage gardens.

In connection with the scheme for the development of a fruit-growing industry, the department undertook experiments at Portadown and Drogheda in the preserving of fruit and the making of cider. The fruit crop of 1903 was deficient, there were no trained hands, and much difficulty was experienced in securing a proper water supply. The crop of 1904, on the other hand, has been excellent, and a very large quantity of fruit has been preserved. Those who have tried the preserved products of the factory at Portadown pronounce them to be excellent and quite as good as similar productions of other countries. Steps are being taken to place the manufactured article on the market. A great drawback has been the difficulty in securing a regular and prompt delivery of clean, well-handled fruit. A very large percentage of the fruit brought in was quite unsuited for preserving, and accordingly could only be converted into pulp for sale to jam manufacturers. While by this means the department has been enabled to provide a market for the surrounding growers, it is impracticable to pay a good price for fruit which has to be rehandled and of which only a small part is fit for preserving. Notwithstanding that better prices were paid for clean, carefully picked fruit, growers seemed to take very little trouble about gathering and dispatching their fruit to the factory. An effort has been made to effect an improvement in this direction, and it is expected that the fruit growers will see that more care in the development of the industry is essential if success is to follow.

Vegetable drying to a considerable extent has also been carried on at Portadown. The department has taken up the business of a defunct fruit preserving and drying concern at Drogheda and has made it a branch of the Portadown factory. Generally, it may be said that the experience gained so far with fruit and vegetables grown in Ireland is that they are well fitted for preserving, and that the products are quite equal to those of other countries; but improvement in picking, grading and delivery must be effected before it can be possible for the business to be made a financial success.

It is a question of education. The aim of the department is to encourage fruit growing, as it is realized that without an outlet for second and third class fruit, farmers will not be induced to plant large areas and to take that interest in the industry which is essential to success.

The department has carried out experiments and demonstrations and has trained workers so as to make the conditions as favorable as possible for private enterprise in fruit preserving. When this object is attained its members will deem it their duty to either sell or close the Portadown and Drogheda factories. Already many hands have been trained and have found ready employment in two new fruit preserving and drying establishments started lately.

The department supplies fruit trees free of cost to the persons who undertake to fence the land selected, supply labor, and carry out to the letter the instructions of the expert. The experiments in fruit growing will continue for five years, dating from January, 1904, during which time a careful record will be kept of the expenditures and receipts in connection with the cultivation, packing, transporation and sale of the fruit.

Inspectors from the department have examined the arrangements made for dealing with the traffic in fruit at the principal railway stations from which consignments are dispatched and have also witnessed the handling of packages containing fruit when being placed on the steamships for export to Great Britain. In addition to garden fruit, comparatively large quantities of blackberries and other wild fruit were forwarded to the markets of Great Britian during the year just passed. The inspectors report that apples are frequently exported from Ireland in bags containing about 2 hundredweight (224 pounds) each; this method obviously results in greatly damaging the fruit and making it unfit for the market.

THE NEW

CORNBLEACH

ARE YOU USING IT?

IF NOT, ADDRESS FOR PARTICULARS,

THE PRESERVALINE MFG. CO.,

41-43 Warren Street,
NEW YORK.

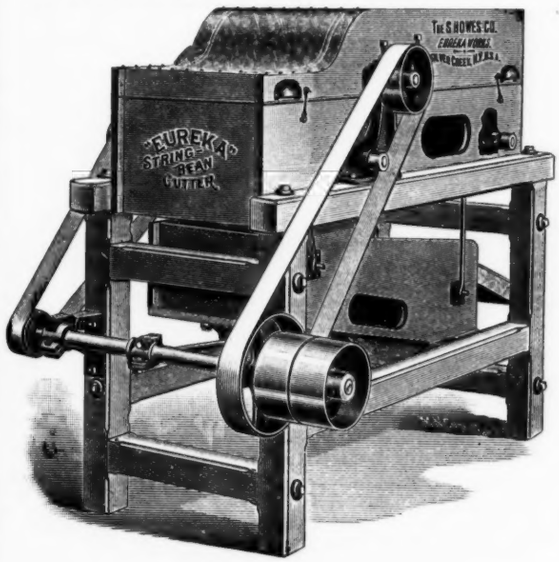
CHICAGO,
190 Michigan Street.

SAN FRANCISCO,
441-443 Third Street.

ESTABLISHED 1856.

EUREKA CANNING MACHINERY

The Most Complete and Up-to-Date Line. **Every Machine Guaranteed in Construction and Operation.**

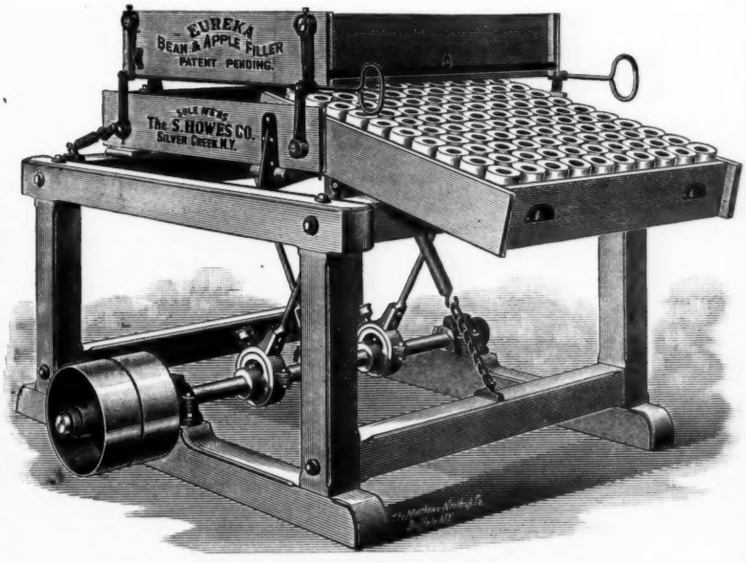


The "Eureka" String Bean Cutter

Cuts the Beans into absolutely uniform lengths and separates the small stem ends in passing over sieve in shaking shoe. The only complete machine of the kind. Unlimited capacity. Strong and durable. We sell this combined machine at the price of ordinary cutters. Trial allowed.

The "Eureka" String Bean Filler

Is built on the only correct principle. No chains, gears, sprockets or complicated parts to get out of order. Simple and durable in construction. Has large capacity. Fills cans accurately and will handle perfectly all small fruits and vegetables. Shipped on trial; satisfaction guaranteed.



Write at once for our complete Canning Machinery catalogue and prices. Equip your plant with genuine "Eureka" machines. There is satisfaction in buying the best and they cost no more than others.

The S. Howes Company,

(INCORPORATED)

Eureka Works. *Silver Creek, N. Y.*

AMERICAN FRUITS IN IRELAND.

The superior packing of American apples and their low price, as compared with a similar quality of fruit grown in Ireland, together with a favorable demand for such apples here, should lead our American exporters to renewed energies in the matter of securing a market in Ireland. Heretofore this has been accomplished through Covent Garden, in London, but there is an excellent opportunity for the establishment of a central distributing station in Dublin, thus avoiding delays of transportion, resales and middlemen's profits. It is unnecessary to point out that if this market is not secured now the active and intelligent method of the Irish Department of Agriculture will very s »on make it impossible to compete successfully with the Irish product. Pears should also find a ready market in Ireland, as the fruit is in demand, but cannot be successfully cultivated here.

Statistics of the thirteen weeks, from September 3 to November 26, 1904, show that 1,406 hundredweight (157,472 pounds) of apples and 292 hundredweight (34,624 pounds) of pears were imported into Ireland. With direct importation and a central distributing market, say in Dublin, a very much larger demand could be created. There is no cold-storage warehouse here, but, as the climate is generally cold enough to prevent early decay of fruit, the absence of such an establishment need not interfere with efforts to establish trade in this country.

San Francisco, Cal.—A report says the Leading dried fruit packers have organized a new fruit canning company with paid up capital stock of $1,000,000. The stockholders are the Phoenix Raisin Seeding & Packing Co., Rosenburg Bros., Guggenheim & Co. and Castle Bros. One organizer states that the company will establish canning plants in the principal fruit growing sections of the State for next year's crop.

The stockholders will not admit there is anything behind the movement other than appears on the surface, but outsiders in the trade hold that it is a direct reply to the entry of the California Fruit Canners' Association into the dried fruit business.

An agreement has been signed between the salmon canners on the Fraser river in British Columbia and the white and Japanese fishermen The rates are 12½ cents a fish for July and 10 cents for August.

Green Bay, Wis.—The Larsen Canning Company's factory commenced canning peas the first of last week. They will employ a force of between 200 and 300 men, besides the pickers.

FOR SALE.

The machinery of the Anderson Preserving Co. at private sale, consisting of copper jacketed kettles, all sizes; retorts and open kettles, hydraulic cranes, bath baskets and special machinery used in the manufacture of jellies. jams, soups, catsups, mince meat, fruit butters, salad dressing, Worcestershire sauce, pie fillings, etc. 4 heavy iron retorts 40x60 in., with bath baskets; 2 hydraulic cranes, with pump, complete; 28 in. vacuum pan and vacuum pump for reducing fruit juices; 1 Boomer & Bochert knuckle joint power cider press; 1 American fruit cleaning machine (capacity 1,000 lbs. per hour); 1 power bottle corking machine; 1 Wilkes silent meat chopper, 36 in.; 1 Enterprise meat chopper No. 51; 2 copper retorts for cooking green or dried apples for jelly; 1 Stevenson pineapple slicer; 1 Bradley stencil cutting machine. Apply to or address,

A. ANDERSON,

7-14-2t "The Robeson," 2nd & Penn Sts., Camden, N. J.

WANTED.

A Man to dispose of the catch of Fish of twelve large seines working Shrimp.

McILHENNY CANNING & MFG. CO.
Avery Island, La.

FOR SALE.

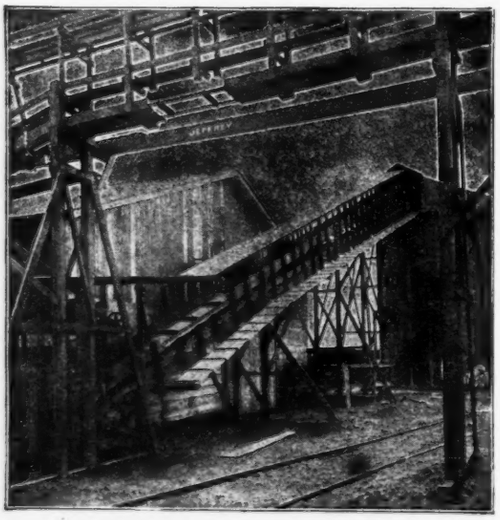
One 12-Steel Cox Capper.
One King Filler.
One Cox 12-Can Capper and Wiper.
Five Open Iron Process Cans, holding 432 cans each.
Twelve Iron Basket Crates, 216 Can size. All second-hand but in good order.

Address,
RIO GRANDE CANNING CO.,
7-6-4t. Rio Grande, N. J.

WANTED—Man who understands packing sweet corn, Maine style; must come August 5th; 30 to 60 days' work. State terms. Address, D. H. Gray & Son, Elmwood, Ill.

FREIGHT & PACKAGE CONVEYORS
ARE AMONG JEFFREY SPECIALTIES

For CANNERS and PACKERS



CONVEYORS for FRUIT, CORN COBS, HUSKS, ENSILAGE, COB CRUSHERS, CRATES, BOXES, BASKETS, Etc.

Catalogues Free.

The JEFFREY MANUFACTURING CO.
COLUMBUS, OHIO, U. S. A.

Edw. Renneburg & Son.

MACHINE and BOILER WORKS.

1917-1919 Aliceanna St. Baltimore, Md.

IMPROVED STEEL PROCESS KETTLE.

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

FOR SALE.

The following machinery, in perfect running order, is offered at bargain prices:

1 Crosby Lock Seamer, with equipment for two and three pound cans.

1 Crosby two pound Header.

1 Crosby Rotary Crimper for two pound cans.

1 Crosby Rotary Crimper for three pound and gallon cans.

1 Crosby Invertible End Soldering Machine.

1 U. I. D. Co. Header for two and three pound cans.

1 Conant Double Cooker.

3 1893 pattern Sprague Corn Cutters.

1 Stevens Tomato Filler.

2 Springfield No. 3 Gas Machines.

For particulars, address,

S. F. SHERMAN,

Utica, N. Y.

OUR

SOLDER Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,

737 EAST PRATT STREET

BALTIMORE, MD.

A Canner's Trust

has to be placed in the machinery and appliances he uses, therefore a fhrifty packer will look up these now and see that they are all in good working order, and that he is well supplied.

We can Supply the Stock of

Crane Fixtures, Crates, Fixtures, Fire Pots, Burners, Valves, Furnace Doors, Grate Bars, Gasoline and Air Tanks, Jacket Kettles, Scalding Baskets, Steam Gauges, Trucks, Fruit knives and Parers, Capping and Tipping Coppers, Hand Cappers, Steels, etc., all at lowest prices. And

Tomato Scalders. Process Kettles. *Order at Once*

A. K. ROBINS & CO.

(S. M. SINDALL.)

AGENTS FOR

King, Queen,

Moore & Bristols,

and Stevenson,s

TOMATO FILLERS.

726 E. PRATT ST., BALTIMORE, MD.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

Overtime Don't Pay.

Have your cook-room finish early—not work half the night.

The Continuous Line—

Syruper, Exhaust Box, Capper, Cooker and Cooler,

will save you all overtime, space, worry, and its cost in a short time.

"IT'S THE FINEST EVER."

E. J. JUDGE,

Canning Machinery,

17-19 Fremont Street, ***San Francisco.***

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.		Regular.	
Standard 2s	$		50	
" 3s			57½	70
" Gallons			1 65	1 90

BAKED BEANS.

Lunch 1s	$		31	42
" 2s			40	70
Tall 2s			40	70
" 3s			55	90

BEANS.

Green String 2s	$		50	75
" " 3s			75	90
" " Gallons			2 00	2 25
White Wax 2s			45	65
" " 3s			80	90
" " Gallons			1 75	2 00
Refugee 2s			80	
" Extras, 2s			1 25	1 50
Green Lima 2s				90
" " small 2s				1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$		57½	
" Extra Fancy Preserved Strawberries			1 20	1 25
No. 1 Ex. Pres. Strawberries			75	
" 2 Standard Raspberries			70	
" Ex. Pres. Red Raspberries			1 20	
" Standard Blackberries			60	
" 3 " "				
" 2 Extra Blackberries			1 20	
" " Fancy "				
" Standard Gooseberries			72½	
" " Blueberries			65	

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$		55	57½
" " Pres			75	80
Blueberries, 2s			62½	65
Strawberries, 2s			55	60
" Preserved 1s			75	80
" " 2s			1 15	1 30
" Gallons			2 75	3 00
Gooseberries, 2s			70	75
Raspberries, Red 2s			65	70
" " " Preserved			1 00	1 10
" Black 2s			65	70
" " " Preserved			1 00	1 10

CHERRIES.

Red 2s	$		55	60
White 2s			90	1 10
Extra White			1 20	1 25

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$		55	60
" New York or Maine Style			55	70
" Seconds, Soaked				
" Standard, Evergreen			50	55

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$		52½	60
" New York or Maine Style			65	75
" Seconds				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$		50	
" " " Dry Packed			65	
" Ex. Sugar Corn, fine qual., dry pk'd.			85	

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$		55	57½
" New York or Maine Style Dry Pack			55	60
" Seconds " " "				52

CORN AND TOMATOES.

No. 2	$		65	
No. 3				

OKRA.

Standard 2s	$			70
" 3s				90

OKRA AND TOMATOES.

No. 2	$		57½	60
No. 3			70	75

OYSTERS.

2s, 4 Ounce	$		75	
1s, 5 "			80	90
1s, 8 "			1 40	1 45
2s, 10 "			1 50	1 65
1s, Light Weight			42½	47½
2s, Light Weight				
1s, Lunch Tins				
1s, 6 Ounce Selects				
2s, 12 " "				

OYSTERS—Continued.

	Cash.		Regular.	
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 1 Extra Lunch	$		1 00	
" 2 "				
5 oz. No. 1 Standards				75
10 " " "				1 50
5 oz. Standards, tall cans			77½	
10 " " "			1 47½	
4 oz. No. 1 Cove			70	
8 " 2 "			1 40	
No. 1 Light Weights			45	
" 2 " "			85	

PEARS.

Bartlett 2s	$	65		
" 3s		75		
Extra Bartlett 2s				
" " 3s				

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$		1 60	1 70
" Seconds, "			1 45	1 20
" Pie Unpeeled			72½	80

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$		1 50	1 60
3-lb. " Selected " "			1 65	1 75
No. 3 Standard, Yellow, country packed			1 50	1 55
" Seconds, Yellow			1 15	1 20
" " White			1 10	1 15
2-lb. " Peaches			85	90
No. 2 Standard, Yellow				
" " White			1 10	1 15
Gallons, Pie				2 75
3-lb. Pie			75	80

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$		75	
" " Peeled			1 00	
Gallon Pies, Unpeeled			2 60	
" " Peeled			3 75	
No. 2 Seconds, White			80	
" " Yellow			85	
No. 3 Seconds, White			1 10	
" " Yellow			1 15	
No. 2 Standards, White			95	
" " Yellow			1 00	
No. 3 Standards, White			1 40	
" " Yellow			1 45	
" Ex. Selected, Yellow		1 60	1 75	

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$		70	75
" " " Sifted			85	90
" " " 2ds, labeled Standard			55	60
" Soaks			40	45
" Seconds			55	60
" Marrowfat, Full Standard			65	70
" Extra Sifted			1 10	1 35
" Petit Poi			1 45	1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$		55	
" Standard " White			65	
" Second Early June			55	
" Standard "			65	
" Extra "			75	
" Sifted "			90	1 00
Ex. Sifted "			1 25	1 40
Ex. Fan. Sf'd " Petit Pois			1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless			75	80
" 2s, " "			1 00	1 10
Extra 1s, Cocktail			85	90
" 2s, "				
" 1s, Grated			85	90
" 2s, "			1 80	1 90
Extra 1s, Eyeless and Coreless				
" 2s, "			1 50	1 60
" 1s, Grated				
" 2s, "			1 55	1 65
Preserved 2s, Eyeless and Coreless			1 80	1 90
" " Grated			1 80	1 90
Seconds 2s, Sliced			70	90
Pie Grated 3s				70
Pie Grated, Gallons			2 10	

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$		70	
" " Eyeless and Coreless			85	
" Standards, Not Eyeless			90	
" " Eyeless and Coreless			1 00	
" Ex. " " "			1 30	
No. 1 Ex. Fancy Sliced, Eyel's & Corl's			90	
" " Grated			90	
" " Cocktail			90	
No. 2 Extra Fancy Grated			1 75	
No. 3 Pie Grated, in Water			65	
" " in Syrup			70	
Gallon " in Water			1 80	
" " in Syrup			1 90	

TOMATOES.

	Cash.		Regular.	
T. J. MEEHAN & CO., Brokers, Baltimore.				
No. 3 Full Standards	67½	.....	70	.....
" Seconds	60	.....	62½	.....
No. 2 Full Standards	.....	.....	55	.....
" Seconds	.....	.....	50	.....
Gallons, Standard	1 70	.....	1 75	.....
J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard	.....	62½	65	67½
" Seconds, Labeled Standards	.....	.....	60	62½
No. 2 Full Standards	.....	.....	55	.....
" Seconds, Labeled Standards	45	.....	.....	47½
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	57½	.....	.....	.....
" 3 " "	70	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	65	.....	.....	.....
" 2 "	.....	.....	.....	.....
Gallon Standard Tomatoes	1 85	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	2 00 @	2 25
" Maryland gallons	.....	1 90
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	4 00
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String, Southern	65	67½
" Baked, No. 3	72½	75
" N Y. String, 2s	1 00	1 50
CORN—No. 2 New York State	80	85
" " Maine	1 05	1 10
" " Southern	77½	80
" " Western, 2s	75	80
LOBSTER—Flats, ½-lb	1 85	2 05
" flats, 1-lb	3 50	3 75
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Standard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 20	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	75	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	.....
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	50	65
Gallon	2 00	.....
SALMON—Columbia River talls, 1-lb	1 65	1 75
" " " flats, 1-lb	.....	1 85
" " " ½-lb	1 05	1 10
" Alaska Red, talls, 1-lb	1 11	1 13½
" Medium Red, talls, 1-lb	1 00	1 05
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	1 60	1 67½
" " flats, ½-lb	1 15	1 20
" Alaska Pink, talls, 1-lb	.....	85
" Cohoes, talls, 1-lb	1 05	.....
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	4 25	.....
" Standard 2s	1 30	1 40
SUCCOTASH—Maine pack, 2s	80	85
" other pack, 2s	75	80
TOMATOES—No. 2 Standard Maryland	60	6,
" No. 3 " "	70	72½
" No. 3 " New Jersey	.....	75
" Gallons, Maryland	1 95	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 18	17	16
Wire Coil		17	16
Wire Segments	18½	17½	16½

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 83	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 71	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 50	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 45	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	4 01	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$31 60	31 75	.....	.....
Malacca	31 60	31 75	.....	.....

PIG LEAD.

Omaha	$ 4 75	4 85	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

A Complete Course in Canning

Will be published in book form. Send in your order now. The price is $5.00, but this can come later; what we want now is the order.

THE TRADE.

NATIONAL CAN CO.

Oyster, Fruit and Vegetable

CANS

STANDARD SIZE AND QUALITY.

CAPACITY: 100,000 PER DAY.

ONLY THE BEST COKE TIN PLATE USED IN MAKING CANS.

GET OUR PRICES BEFORE BUYING.

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121 N. Caroline Street,
Baltimore, Md.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING	PERFECTION STRAWBERRY COLORING	PERFECTION BEET COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. **SAMPLES FREE.**

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. **400-401 MARINE BANK BLDG., BALTIMORE, MD.**

ESTABLISHED 1870.

MAIER'S EXCELSIOR
SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES, ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

26 Milton Ave., Baltimore, Md.

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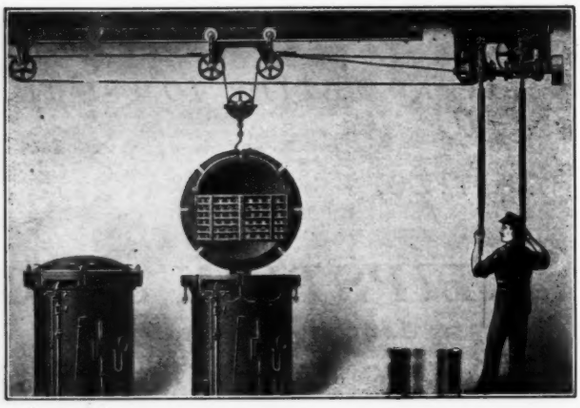
BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

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BETHLEHEM FOUNDRY AND MACHINE COMPANY,

SOUTH BETHLEHEM, PA.

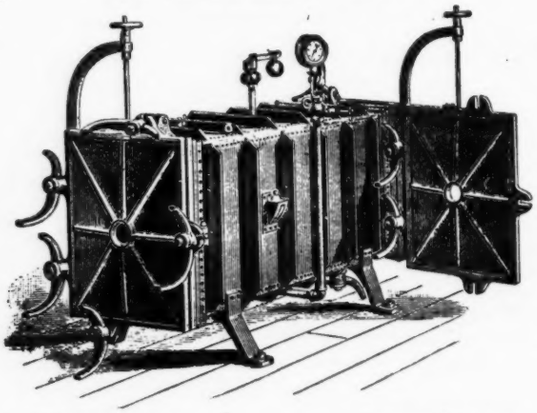
We are Specialists in Hoisting Machinery.

VANCE & BAKER MANUFACTURING CO.

MANUFACTURERS OF

CANNING MACHINERY

MUSCATINE, IOWA.



Standard Steam Boxes,
Upright Process Kettles,
Horizontal Kettles,
Open Vats,
Power Tomato Scalders,
Hand Tomato Scalders,
Double and Single,
Power Cranes,
Traveling Hoists,
Capping Machines,
Exhausters, Trays,
Factory Trucks,
Hoop Iron Crates,
Boilers and Tanks.

Workmanship the Best that Skilled Mechanics can Produce.

ESTIMATES FURNISHED ON SPECIAL WORK.

OUR CATALOGUE FOR THE ASKING.

STEVENSON & CO.'S INCLINABLE POWER PRESS

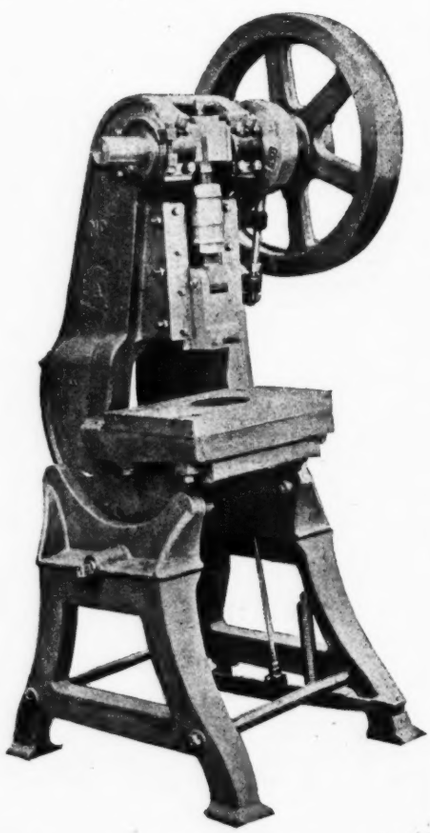
The cut shown herewith represents the Power Press manufactured by us. This Press can be worked either straight or on an incline. The bearings are bored and scraped true, the crank shaft is of forged steel; all parts are of the best material and workmanship.

WRITE FOR PRICES.

Stevenson & Co.,

601-607 S. Caroline Street,

Baltimore, Md.



EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

WANTED—A young man as ketchup cook who understands ketchup making thoroughly, and packing of apple butter and baked beans. Some knowledge of canning would be a help. Could use a man who understands making ketchup and chili sauce even if he did not understand about the other work. Give full particulars as to age, experience, salary expected etc. Address, J. Ed. Guenther, Owensboro, Ky.

WANTED—A competent man to superintend Canning factory, packing Sweet Corn only. Must understand machinery, and know how to handle help. Address, W. C., care The Trade, Baltimore, Md.

WANTED—Competent and sober Supt. who can pack high grade goods and white Corn in color, without use of bleacher, for small pack of Corn and Tomatoes. State age and former experience, with references and lowest price per month for 3 months service. Address, "Iowa Packer", care The Trade.

WANTED—Experienced Salesman and Manager for vegetable canning factory in the Middle West. Address O. S. D., care The Trade.

WANTED—Competent man experienced in salting Pickles and manufacturing Kraut. Must be honest, sober, well recommended and willing to work for moderate salary. Answer, Room 503, No. 42 River St., Chicago.

WANTED—Superintendent and manager of packing department of pickles and olives, steady position for right man. State where last employed and experience. Only thoroughly experienced men need apply. Address "Spruce," care of The Trade.

WANTED—Man for Sauer Kraut factory and Pickles, Station near Chicago, moderate salary. Address, Union, care The Trade.

WANTED—A competent and experienced man for assorting and processing Pickles, to take charge of that branch. Steady employment to right man. Address, R. C. care The Trade.

SITUATIONS WANTED.

WANTED—Position as superintendent or processor. Thoroughly up-to-date in the full line of fruits and vegetables. Make a specialty of Maine and New York style goods. Reference, former two places of employment. Address, M, care of The Trade.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED—By experienced superintendent and processor, who understands packing of fruits and vegetables, also baked beans and sauer kraut, etc.; experienced in the manufacturing of high and low grade jams, jellies, preserves, and catsups, also the making of pulp for same. Understand the growing of canners' crops. Three years' experience on the road and at present control large trade in catsup, etc. Am strictly temperate and can furnish best of reference. Address G, care of The Trade.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Now at liberty to engage with reliable established firm as Superintendent or Manager for 1905. Expert Corn and Pea Processor. Over twenty years experience in packing all kinds of fruits, vegetables and meats. Can build plant and set up all machinery if necessary. Have successfully managed all classes of help. Can furnish as good references as any man in the business. Have connections with very best wholesale houses east and west, and can aid you in selling your goods and extending your business. If you are willing to pay for experience and reliability, let me hear from you. Address, " New York," care of THE TRAEE.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience, Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

WANTED—Position as processor. My specialty is fruit preserving, Jelly making, compounding whole fruits syrups, and jams. Over 25 years experience. Address P. J. E. 310 S. Carlton Ave. Baltimore.

WANTED—Responsible position with canning factory of large capacity, preferably one which is operated all the year. Competent to take entire charge. Reference. Address, Alfred Bilderback, Genl. Delivery, Phila. Pa.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes, beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

FOR SALE.

3 large Wooden Water Tanks.

L. SONNEBORN SONS,
801-809 South Wolfe street,
tf Baltimore, Md.

HELP WANTED.

Condensed Milk factory Superintendent. Must be thoroughly experienced. Address,

KIM,
6-30-4t. care The Trade.

FOR SALE.

Boilers, Engines, Stacks, Breechings, Tanks, Heaters. Complete Steam Plants furnished. Prompt attention to Marine and Stationary repairs. Atlantic Iron Works, Allen and Clement Sts., Lacust Point. JAMES McCOY, Proprietor,
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FOR SALE.

One Five H. P. Vertical Engine, one Ayars Topper and Wiper, one Stevens Power Filler, both combination, for twos and threes, all in number one condition.

Address H. H.,
Care of The Trade.

EDWARD GUDEMAN, Ph. D.
Consulting Chemist Chemical Engineer
LEGAL AND TECHNICAL EXPERT
Special Attention Given to Food Products and Beverages:
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.
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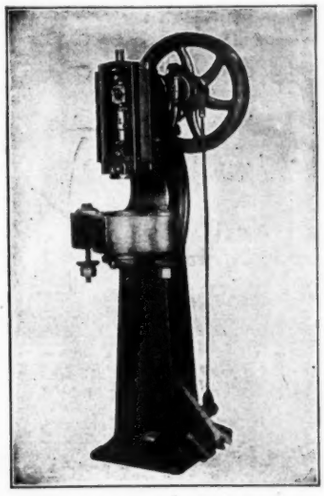
POWER PRESS
WITH IMPROVED CLUTCH.



PRESSES, DIES,
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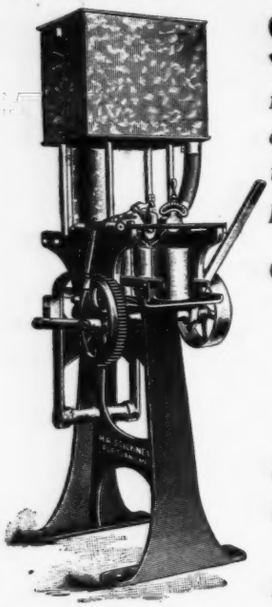
PINEAPPLE
CORERS, SIZERS,
SLICERS
and
GRATERS.

The John R. Mitchell Co.
MANUFACTURERS OF
CANNING AND CANMAKING MACHINERY
FOOT OF WASHINGTON STREET,
BALTIMORE, MD., U. S. A.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
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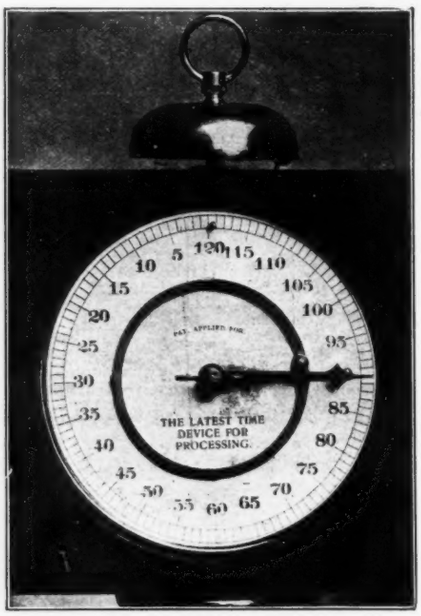

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Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings. Have placed orders with several of the large packers and would like to send them to every factory for trial, to be sent back if not entirely satisfactory.

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Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

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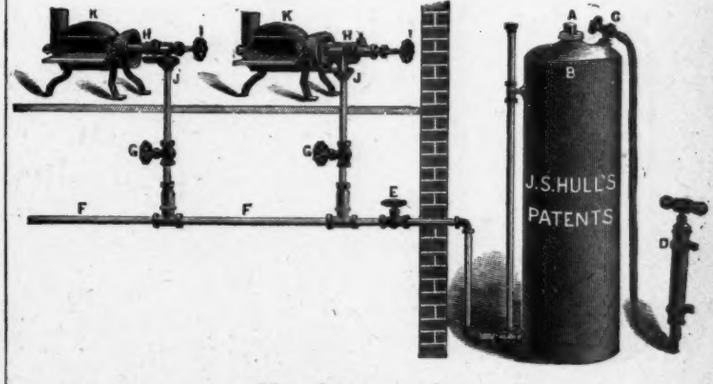

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